

DEI Statement					
<p>Celebrating Uniqueness. OUR uniqueness is our COLLECTIVE strength. At GCI, we are passionate about creating an inclusive culture that supports and promotes diversity. We are committed to fostering an environment in which employees recognize their uniqueness and feel comfortable, respected, appreciated, and valued. We believe that this uniqueness and diversity makes for a more creative, innovative and successful workplace. At GCI, everyone is welcome.</p>					
Job Description					
Position Title	:	Sales Manager – Banca	Department	:	Bancassurance
Position Holder	:	M1	Function	:	Sales & Distribution
Location	:		Reports to	:	TL/ BM / Area Incharge/ Regional Incharge
Job Scope / Position Summary					
<p>Purpose of this role:</p> <ol style="list-style-type: none"> 1. Relationship management with bank branches. 2. Business Generation from Assigned Branches. 3. Monitor & Motivate Branches to Achieve desired Targets. 4. Achieving Individual Targets/ Team Targets. 					
Main Responsibility					
1	Achieve targets for the designated partner/tie- up through effective implementation of sales strategies by <ul style="list-style-type: none"> • Sales planning and training need analysis. • Maintaining Relationships with Branch Officials. 				
2	Plan and execute sales promotion activities in order to <ul style="list-style-type: none"> • Generate premium and numbers. • Build and improve brand image. 				
3	Build & manage relationships with various channel partners to retain business.				
4	Establish strong partnership with distributors & bank assurance partners.				
5	Assist them with training and guidance to conduct business.				
6	Recommend local promotion plan in consultations with the channel partners.				
7	Implementation of the plans as agreed.				
8	Continuously monitor the performance of partners and coach them for improvement.				
9	Track competitor's information and devise strategies to counter.				
Qualification and Experience Requirement					
Education	:	Graduate / Post Graduate			
Experience	:	2 + years in Insurance Industry and preferred from Bancassurance Channel (General Ins)			
Functional Skills (Role Specific)		<ul style="list-style-type: none"> • Domain Expertise • Result orientation, Interpersonal relationship • Aggressive in meeting Targets 			

Approved by:

Acknowledged by:

Signature
Name & Title:
Date:

Signature
Name & Title:
Date: