महर्षि महेश योगी
रामायण विश्वविद्यालय

Ref No. MMYRV/MRCRC/2026-27/09

Date: 19th October 2026

Name of the Company: Bajaj Life Insurance Limited

About the Company: Bajaj Life Insurance Limited, formerly known as Bajaj Allianz Life Insurance Company Limited, is one of India's fastest-growing private life insurers. Our organisation is transitioning to being 100% owned by the Bajaj Group – a household name in India with a 100-year legacy of trust and credibility. As part of Bajaj FinServ Limited, one of the country's most diversified and respected financial services groups, we bring innovation, a customer-first mindset, and technology-led solutions to the forefront. Today, we stand as a trusted partner to over 3.85 crore Indians in securing their future. It was founded in 2001 as a joint venture between Bajaj FinServ Limited and Allianz SE, one of the world's leading global insurers and asset manager. Bajaj Life Insurance Limited is a Great Place to Work-Certified™ organization with India's top employer award by Kincetric. We are powered by a strong 26,000+ workforce.

Company Website: https://www.bajajlifeinsurance.com/

Role Title

1. Senior Financial Service Manager-ST
2. Relationship Manager – ST
3. Executive Sales Manager – ST
4. Assistant Territory Manager - ST

Function/ Department Propriety Sales Function (PSF)

Nature of Job Field Sales

Eligibility: Master's /Graduation in business administration or in any stream.
(Age Below 26 years)

Job Location: Uttar Pradesh

Senior Financial Service Manager- Key Responsibilities:

- Achieve sales targets for life insurance by engaging with prospective customers.
- Understand customer needs and offer suitable life insurance products, including cross-selling and upselling.
- Build and maintain strong relationships with clients to ensure timely renewals and customer satisfaction.

- Utilize provided leads effectively on a daily basis to maximize business opportunities.
- Maintain accurate customer data and update systems regularly.
- Drive performance through weekly goal sheet achievements and participation in sales contests.
- Ensure high standards in product mix, policy persistency, and lead conversion rates.
- Operate efficiently with a focus on cost-effectiveness and quality business. What's in it for You:
- Structured training and mentorship to build your insurance and sales expertise.
- Opportunity to work in a client-facing role from Day 1.
- Career progression based on merit and performance.
- Exposure to a competitive and rewarding sales environment.

Relationship Manager -Key Responsibilities:

- Build strong working relationships with bank branch teams (across 4–5 branches) to drive insurance sales.
- Promote life insurance products to bank customers through joint field calls and customer meetings.
- Support business growth through new customer acquisition and upselling to existing clients.
- Ensure excellent service delivery and assist in customer retention and problem resolution.
- Collaborate with bank staff to conduct training and product knowledge sessions.
- Track sales performance, generate reports, and share insights with your manager regularly.
- Ensure adherence to company processes and regulatory guidelines in all business practices.
- Interact with High Net-Worth Individuals (HNIs) and provide them with tailored financial solutions.
- Maintain high satisfaction levels among bank partners and customers.

What You'll Gain:

- Hands-on experience in relationship management and sales.
- Exposure to banking and insurance collaboration models.
- Opportunities to interact with senior professionals and HNI clients.
- Fast-track learning in financial services with mentoring support.

- **Executive Sales Manager – ST**
- **Assistant Territory Manager – ST**

Key Responsibilities:

• Team Building & Development: Recruit, train, and develop a team of Insurance Advisors and drive them to achieve business goals.
• Distribution Network: Create a strong and profitable network of Advisors
• Sales & Targets: Achieve monthly, quarterly, and annual sales targets by promoting the full range of insurance products.

• Performance Management: Drive productivity and activation of Advisors through ongoing support, regular reviews, and training sessions.
• Business Monitoring: Track key business metrics such as product mix, persistency, and lead conversion rates to ensure sustainable growth.
• Data Management: Maintain accurate records and regularly update databases with team and customer details.
• Engagement & Recognition: Participate in goal-based contests and drive weekly achievements for performance recognition.

What You'll Gain:

- Early leadership exposure and experience in managing a team.
- Sales and business development skills in a high-growth industry.
- Fast-track career growth based on performance.
- Hands-on learning through structured training programs.

Skills & Knowledge:

- Communication in English, Hindi & other Regional Language
- Keen to work in a highly competitive environment.
- Right attitude & never – say- die mind-set.
- Effective planning, time management and organizational skills
- Demonstrated ability to understand customer/partner issues and navigate to an appropriate resolution leveraging business knowledge and technical aptitude.

Business Channel	Designation	Education Eligibility	CTC*
IB (Institutional Business) (Bancassurance)	Senior Relationship Manager - ST	Postgraduate	03.00 - 03.25 LPA
	Relationship Manager - MT	Graduate	2.60 LPA - 3.00 LPA
Agency	Executive Sales Manager - ST	Postgraduate	3.50 LPA
		Graduate	3.25 LPA
PSF (Propriety Sales Function)	Relationship Manager - ST	Postgraduate	3.25 LPA - 3.00 LPA
	Senior Financial Service Manager - ST	Graduate	2.80 LPA - 3.00 LPA

Other Benefits:
• Group Term Life Insurance of 20 Lakhs
• Group Personal Accident Insurance of 25 Lakhs
• Mediclaim (Self) of 300,000

*The CTC Mentioned represents your fixed compensation. In addition, you will be eligible to earn performance based incentives of upto 60000 INR per month over & above the fixed salary.