

**Bajaj Allianz Life Insurance Company Ltd Hiring for Graduate Students Year of Passing Graduation – 2025, 2024, 2023**

**Last Date : 28<sup>th</sup> November, 2025 by 1:00 PM**

**Eligibility : Graduate Students passing out in 2023,2024, 2025**

(Please visit <https://www.bajajlifeinsurance.com/> for more details)

**Job Location : Nearby Candidate's Hometown (Full Time Job)**

**Salary Structure :**

Business Channel	Designation	Education Eligibility	Tier 1	Tier 2	Tier 3	Tier 4
IB (Bancassurance Channel)	Relationship Manager – ST	Graduate	3	2.75	2.6	2.6
Agency	Agency – Core (Executive Sales Manager - ST)	Graduate	3.25	3.25	3.25	2.75
	Agency - Variable (Assistant Territory Manager - ST)	Graduate	3.25	3.25	3.25	2.75
PSF	Senior Financial Service Manager-ST	Graduate	3	3	2.8	2.8

\*The above mentioned CTC is Fixed CTC per annum. You will be able to earn incentives over and above the fixed CTC.

- City Tier 1: Delhi, Mumbai, Kolkata, Bangalore, Chennai, Hyderabad
- City Tier 2: Larger State Capital
- City Tier 3 & 4: Other towns

Other Relevant Details are mentioned in the Job Description Sheet Attached with the present Notice

**Interview Process : The eligible & shortlisted candidates will be called for interview at the Office of Bajaj Allianz Life Insurance Company Ltd, Kolkata. Details of the Interview will be informed to the eligible & Shortlisted candidates from the Hiring Team of Bajaj Allianz Life Insurance Company Ltd over Phone , and, or, e-mail**

**Steps for Application / Registration : TWO MANDATORY STEPS – STEP 1 & STEP 2**

**LAST DATE : 28<sup>th</sup> November, 2025 by 1:00 PM**

**STEP 1 – : Interested students can register on this Link**

<https://forms.office.com/r/5NWkzN4NrM>

**STEP 2 – To be done ONLY AFTER Completing STEP -1.**

**Fill up the details in the Google Form Link Given : <https://forms.gle/uw8hXceve48BmrFy5>**

**Interested and eligible students are hereby directed to act accordingly to avail the opportunity by completing all the steps mentioned above within 28<sup>th</sup> November, 2025 by 1:00 PM**

Sd/-  
Principal  
Barrackpore Rastraguru Surendranath College

JOB DESCRIPTION

Role Title	<ul style="list-style-type: none"><li>Relationship Manager – Sales Trainee</li><li>Senior Relationship Manager – MT</li></ul>
Function/ Department	Institutional Business (Bancassurance Channel)
Nature of Job	Sales

JOB PURPOSE:

Summarize in one statement why the job exists; and how it contributes to the overall objective of the company.

To drive insurance business through a key bank partnership by managing sales, operations, and relationships across multiple branches, ensuring high performance, compliance, and customer satisfaction.

PRINCIPAL ACCOUNTABILITIES (Accountabilities associated with the job)

As a Relationship Manager, you will be part of a high-performing team managing our partnership with leading and prestigious banks. This role offers you the opportunity to learn, grow, and contribute to key business outcomes from Day 1.

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.

Skills & Knowledge

(Minimum acceptable proficiency for this job which best indicates the education and/or experience requirements of this job and not the incumbent)

Master's /Graduation in business administration or in any stream.

- 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.

JOB DESCRIPTION

Role Title	<ul style="list-style-type: none"><li>Senior Financial Service Manager-ST</li><li>Relationship Manager – ST</li></ul>
Function/ Department	Propriety Sales Function (PSF)
Nature of Job	Field Sales

JOB PURPOSE:

Summarize in one statement why the job exists; and how it contributes to the overall objective of the company.

To drive life insurance sales by building and managing client relationships, maximizing lead conversion, and achieving business targets through cross-selling, renewals, and efficient operations.

PRINCIPAL ACCOUNTABILITIES (Accountabilities associated with the job)

You will be part of a dynamic sales team responsible for offering life insurance solutions to customers.

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.

Skills & Knowledge

(Minimum acceptable proficiency for this job which best indicates the education and/or experience requirements of this job and not the incumbent)

Master’s /Graduation in business administration or in any stream.

- 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.

JOB DESCRIPTION

Role Title	<ul style="list-style-type: none"><li>Executive Sales Manager – ST</li><li>Assistant Territory Manager – ST</li></ul>
Function/ Department	Agency
Nature of Job	Field Sales

JOB PURPOSE:

Summarize in one statement why the job exists; and how it contributes to the overall objective of the company.

To drive business growth by building a high-performing distribution network of Advisors , ensuring their recruitment, activation, and productivity through training and performance management, while achieving sales targets, improving product mix, and maintaining data accuracy.

PRINCIPAL ACCOUNTABILITIES (Accountabilities associated with the job)

As a Sales Manager of Agency Channel, you will play a key role in building and managing a high-performing sales team of Insurance Advisors. This role provides a strong foundation in leadership, sales, and people management.

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

(Minimum acceptable proficiency for this job which best indicates the education and/or experience requirements of this job and not the incumbent)

Master's /Graduation in business administration or in any stream.

- Communication in English, Hindi & other Regional Language (local candidate will be preferred)
- 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.