

Job Description

Designation – Client Relationship Executive / Officer (No Field Job)

Qualification – Graduation/ MBA

1. *To meet incoming venue clients and analyze their financial planning needs.*
2. *To present financial product presentation to clients based on their requirement and suggest best product and convince client on same.*
3. *To collect policy related documents and cheque from clients and submit same to venue incharge.*
4. *To develop and maintain good relationship with Clients and provide best services after sales i.e. claim settlement etc.*
5. *To cross sell and upsell financial products to existing customer.*

Client Care Executive / Officer (Out Bound) No field Job, No Sales Job

Qualification – Graduation / MBA

1. *To generate leads by making outbound calls*
2. *To manage leads properly i.e. all hot leads generated for insurance center and direct calls shall be passed on to the venue manager and follow up regularly until the conversion.*
3. *To generate MIS as to number of leads generated, appointment and conversions.*
4. *To inform prospective clients about our company and the presentation program.*
5. *Good communication skill*

Marketing Executive / Officer (Filed Job)

Qualification – Graduation ,MBA

(for Boys :Bike *)

5. *To conduct various below the line activities for lead generation(like petrol pump activity, School drawing competition & door to door activity etc*
6. *To meet clients and convince them to fill company coupons as per company pitch*
7. *Enter generated lead in to the online data base of company*
8. *Share lead generated MIS with survey supervisor on daily basis.*

About Company

Being one of India's premier investment companies, we found our purpose in helping people protect and grow their wealth. Here at Bajaj Capital Limited, we offer personalized investment solutions to individual investors, Non-Resident Indians (NRIs), and High Networth clients, among others.

Over the last 59 years, we have secured more futures and helped create more millionaires than any other firm in India. But our true pride lies in the trust that our clients show in us. It is our deep personal relationship with each client that sets us apart.