

Relationship Manager / Senior Relationship Manager – Commercial Line (Agency Channel)

Company Name: Policy Bazaar Partners (A Unit of Policy Bazaar)

Location: As per business requirement

Job Title: Relationship Manager (RM) / Senior Relationship Manager (SRM) – Agency Channel

Employment Type: Full-time | Field Sales | Individual Contributor Role

Working Days: 6 Days Working

Department: Agency Sales – Commercial Line

About PBPartners:

Policy Bazaar Partners (PBPartners) is the agency distribution arm of Policybazaar, India's leading digital insurance marketplace. PBPartners empowers insurance advisors with technology, multi-insurer access, training, and strong on-ground support.

Job Summary:

We are seeking passionate and driven professionals for the position of Relationship Manager / Senior Relationship Manager in our Agency Channel. This is a core field sales, individual contributor role responsible for agent partner onboarding and insurance business generation for Commercial Line Insurance.

Key Responsibilities:

- Identify, approach, and recruit agent partners within the assigned territory
- Drive insurance business through recruited agents
- Conduct regular field visits for agent engagement, training, and joint sales calls
- Achieve monthly and quarterly sales targets
- Train agents on products and usage of PBPartners portal and app
- Ensure adherence to business SOPs and compliance guidelines

Business Sustainability:

- Drive partner retention through consistent engagement
- Achieve renewal and persistency targets
- Maintain portfolio health through the right product mix

Service Orientation:

- Support agents with service requests such as endorsements, cancellations, and claims
- Coordinate with Ops teams for timely resolution
- Ensure a seamless partner experience

Candidate Requirements:

- Graduate in any discipline
- Fresher
- Strong communication and relationship management skills
- Comfortable with field sales and target-based roles

Compensation & Benefits:

- Fixed CTC + Performance-based incentives
- Local Conveyance: Eligible as per applicable business SOP (target-linked, BU-specific, and subject to change)

Important Note:

All compensation components are governed by internal policies and SOPs and may be revised from time to time.