

## **Relationship Manager / Senior Relationship Manager – Health Insurance (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 – Health Insurance

### **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 Health 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.