

Job Description

Designation : Relationship Manager (Agency Channel)

Company: Policy Bazaar

Department: Agency Sales – Motor Employment

Type: Full-time | Field Sales | Individual Contributor

Job Summary: The Assistant Relationship Manager role is a field sales position focused on onboarding agent partners and driving motor insurance business. This is a performance-driven individual contributor role with strong learning and growth opportunities.

Key Responsibilities:

- Identify and onboard new agent partners in the assigned territory.
- Drive motor insurance sales through partner engagement.
- Conduct regular field visits for training and business development.
- Achieve assigned monthly and quarterly targets.
- Train partners on PB Partners portal and processes.

Business Sustainability:

- Ensure partner retention through regular follow-ups.
- Drive renewal business and maintain portfolio health.

Service Orientation:

- Support partners with service-related queries.
- Coordinate with internal teams for claims and endorsements.

Candidate Requirements:

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

Training:

- The selected candidate will be provided with complete 6 days of structured training before deployment. Additional Information: This is a target-driven field sales role involving extensive travel and direct partner interaction.

Benefits:

- Unlimited Incentives the more you sell, the more you earn!
- Attractive fixed salary with performance-based rewards.
- Structured training and learning support.
- Fast-track growth opportunities within Policy Bazaar Group.
- Energetic and collaborative work culture.

