

<b>Designation</b>	<b>Sales Executive</b>
<b>Department</b>	<b>Sales &amp; Business Development</b>
<b>Role Category</b>	<b>Business Development Executive</b>
<b>Education</b>	<b>Graduate</b>
<b>Salary</b>	<b>2 to 5 LPA + Variables</b>

### **Job Description**

We are hiring Sales Executive for our **Mumbai Location** to render accurate support on behalf of our steadily expanding firm. This role should gather client’s insurance requirements, deliver appropriate guidance, and suggest appropriate insurance plans to match the client’s needs.

The **Sales Executive** will be responsible for building and managing relationships with channel partners, ensuring they are equipped to effectively sell and support our offerings.

### **Role & Responsibilities**

- Conduct a financial need analysis for clients
- Source potential clients through professional networks, calls, and referrals
- Explain various insurance policies and products to potential and existing clients, guiding them towards the best coverage
- Formulating sales strategies for achieving targets.
- Issue quotes, maintain client records, prepare reports, and answer client questions about insurance plans and policies
- Suggest modifications and updates to existing client’s insurance policies
- Build customized insurance policies and packages with support of First Advisors Officials.
- Advise clients on potential risks and benefits of each policy
- Generate Revenue through direct sale.
- Candidate has to pass IRDA exam

**Employment Type: Full Time.**

**Mode of Application:** Suitable candidate can mail their updated resume to [hrfirst@firstadvisorsinsurance.com](mailto:hrfirst@firstadvisorsinsurance.com)