



<https://bestjob.jobsareahub.com/job/life-insurance-corporation-recruitment-2023-all-india-jobs-sales-engineer-post/>

Life Insurance Corporation Recruitment 2023 – All India Jobs – Sales Engineer Post

Job Location

India
Remote work from: India

(adsbygoogle = window.adsbygoogle || []).push({});

Base Salary

Rs. 25,000 - Rs. 42,000

Qualifications

Graduate

Employment Type

Full-time

(adsbygoogle = window.adsbygoogle || []).push({});

(adsbygoogle = window.adsbygoogle || []).push({});

Description

Life Insurance Corporation Recruitment 2023

Position Overview: Life Insurance Corporation (LIC) is seeking a motivated and customer-focused Sales Engineer to join our team. As a Sales Engineer, you will be responsible for promoting and selling life insurance products to potential clients. This role requires excellent interpersonal skills, a deep understanding of insurance products, and the ability to build strong relationships. If you are passionate about sales, have a strong customer-centric approach, and thrive in a target-driven environment, we invite you to apply.

Life Insurance Corporation Jobs Near Me

1. Identify and prospect potential customers through various channels, including referrals, cold calling, and networking.
2. Conduct thorough needs analysis and assessments to understand clients' financial goals and recommend suitable life insurance solutions.
3. Educate clients on the benefits and features of different life insurance products, helping them make informed decisions.
4. Build and maintain strong relationships with clients, providing ongoing support and guidance throughout the sales process.
5. Present and explain insurance policies to clients, addressing any concerns or objections and negotiating terms to secure sales.
6. Collaborate with the underwriting team to ensure accurate and timely processing of applications and policy issuance.
7. Stay updated on industry regulations, product updates, and market trends related to life insurance.

Hiring organization

Life Insurance Corporation

Date posted

July 3, 2023

Valid through

31.12.2025

APPLY NOW

8. Meet or exceed sales targets and quotas, consistently striving for sales excellence.
9. Provide exceptional customer service, resolving client queries and issues in a professional and timely manner.
10. Maintain detailed records of customer interactions, sales activities, and follow-up actions using CRM software.
11. Participate in sales training programs and continuous learning opportunities to enhance product knowledge and sales skills.
12. Collaborate with the sales team and sales managers to develop strategies and tactics for business growth.

(adsbygoogle = window.adsbygoogle || []).push({});

Life Insurance Corporation Careers

The Front Office Staff member will be responsible for various front office operations. This position is responsible for a broad range of activities that support the smooth and efficient operation of the front office.

Responsibilities:-

1. Identify and prospect potential customers through various channels, including referrals, cold calling, and networking.
2. Conduct thorough needs analysis and assessments to understand clients' financial goals and recommend suitable life insurance solutions.
3. Educate clients on the benefits and features of different life insurance products, helping them make informed decisions.
4. Build and maintain strong relationships with clients, providing ongoing support and guidance throughout the sales process.
5. Present and explain insurance policies to clients, addressing any concerns or objections and negotiating terms to secure sales.
6. Collaborate with the underwriting team to ensure accurate and timely processing of applications and policy issuance.
7. Stay updated on industry regulations, product updates, and market trends related to life insurance.
8. Meet or exceed sales targets and quotas, consistently striving for sales excellence.
9. Provide exceptional customer service, resolving client queries and issues in a professional and timely manner.
10. Maintain detailed records of customer interactions, sales activities, and follow-up actions using CRM software.
11. Participate in sales training programs and continuous learning opportunities to enhance product knowledge and sales skills.
12. Collaborate with the sales team and sales managers to develop strategies and tactics for business growth.

Qualifications:-

- High school diploma or equivalent required
- Previous experience in a similar role preferred

Important Links Find the Link in [Apply Now](#) Button

(adsbygoogle = window.adsbygoogle || []).push({});

(adsbygoogle = window.adsbygoogle || []).push({});