

Key Account Manager - IDFC First Bank

[Apply Now](#)

Company: Tata AIA Life Insurance

Location: Ahmedabad

Category: other-general

IDFC Branch Location (Work Location) : Kathwada | JOB DESCRIPTION: KEY ACCOUNT MANAGER | BANCASSURANCE PARTNERSHIP A. Position Overview Position Title Key Account Manager Department IDFC First Level/ Band Executive Role Summary: - Visit partner branches and interact with Bank branch managers - Ensure sales targets assigned are met on every parameter - Interact with customers to explain the products and solutions - Help branches mapped to her/him help achieve insurance sales targets B. Organizational Relationships Reports To Cluster Manager Supervises NA C. Job Dimensions Geographic Area Covered Branches Stakeholders Internal Supervisors, Ops, Underwriting, Legal External IDFC First Bank – Channel Partner D. Key Result Areas Partner and Client Management • Exceeding branch level targets (NB, renewal, STP, digitisation, product mix etc) • Interact with the Bank branch teams and customers to explain the products and promote the brand • Sales and support to all branches assigned – complete documentation, medicals, close pending documentation. • Drive local contests and engagements to engage teams • Keep track of all contests and initiatives launched – bank, other insurers and Tata AIA Life • Maintain good relationship with Bank Branch manager - interact with him regularly to assess business status. Take help from them to push & motivate them to maintain productivity • Managing the relationship between internal team and channel partner so as to foster sales for the company and maintain utmost levels of responsiveness to requirements from the Channel Partner • Aid the bank branches to adopt new processes and technology Ensure sales targets assigned are met on every parameter • Assist Branch team to ensure their insurance targets are met by providing sales support, correct training, product updates, sales

information. • Align partner to ensure both teams are working towards the same goal
Customer service • Ensure adequate customer service – grievance redressal, claim
settlement, renewal etc. E Skills Required Technical • Good product knowledge •
Working knowledge of MS Office Behavioral Essential Desired Interpersonal skills •
Communication skills • Creative thinking skills • Supervising / Leadership skills • Teamwork
Skills • Influencing skills • Relationship Building skills • Decision making skills • F Incumbent
Characteristics Essential Desired Qualification Graduation Post graduate/Insurance specific
training Experience 2 to 4 years of work experience in Insurance / Financial Service
Background, Public Sector Bank partner work experience would be preferable CTC 3.5 lpa

[Apply Now](#)

Cross References and Citations:

1. [Key Account Manager - IDFC First Bank Erpjobs Jobs Ahmedabad Erpjobs ↗](#)
2. [Key Account Manager - IDFC First Bank UruguayjobsJobs Ahmedabad Uruguayjobs ↗](#)
3. [Key Account Manager - IDFC First Bank Referralrecruits Jobs Ahmedabad Referralrecruits ↗](#)
4. [Key Account Manager - IDFC First Bank Researchjobs Jobs Ahmedabad Researchjobs ↗](#)
5. [Key Account Manager - IDFC First Bank BeauticianjobsJobs Ahmedabad Beauticianjobs↗](#)
6. [Key Account Manager - IDFC First Bank Colombiajobs Jobs Ahmedabad Colombiajobs ↗](#)
7. [Key Account Manager - IDFC First Bank Dermatologistjobs Jobs Ahmedabad Dermatologistjobs ↗](#)
8. [Key Account Manager - IDFC First Bank Financialjobs Jobs Ahmedabad Financialjobs ↗](#)
9. [Key Account Manager - IDFC First Bank Webdeveloperjobs Jobs Ahmedabad Webdeveloperjobs ↗](#)

10. Key Account Manager - IDFC First Bank [KualalumpurjobsJobs Ahmedabad Kualalumpurjobs](#)
11. Key Account Manager - IDFC First Bank [GardeningjobsJobs Ahmedabad Gardeningjobs](#)
12. Key Account Manager - IDFC First Bank [Searcheruropeanjobs Jobs Ahmedabad Searcheruropeanjobs](#)
13. Key Account Manager - IDFC First Bank [Socialmediajobopportunities Jobs Ahmedabad Socialmediajobopportunities](#)
14. Key Account Manager - IDFC First Bank [Chilejobs Jobs Ahmedabad Chilejobs](#)
15. Key Account Manager - IDFC First Bank [Munichjobs Jobs Ahmedabad Munichjobs](#)
16. Key Account Manager - IDFC First Bank [Australiacareers Jobs Ahmedabad Australiacareers](#)
17. Key Account Manager - IDFC First Bank [Biomedicaljobs Jobs Ahmedabad Biomedicaljobs](#)
18. Key Account Manager - IDFC First Bank [Webdeveloperjobs Jobs Ahmedabad Webdeveloperjobs](#)
19. Key account manager - idfc first bank [Jobs Ahmedabad](#)
20. AMP Version of Key account manager - idfc first bank [Jobs Ahmedabad](#)
21. Key account manager - idfc first bank [Jobs Ahmedabad](#)
22. Key account manager - idfc first bank [Jobs Ahmedabad](#)
23. Key account manager - idfc first bank [Job Search](#)
24. Key account manager - idfc first bank [Search](#)
25. Key account manager - idfc first bank [Find Jobs](#)

Source: <https://in.expertini.com/jobs/job/key-account-manager-idfc-first-bank-ahmedabad-tata-aia-life-insura-e194b790b9/>