



# TRIVENIDEVI BHALOTIA COLLEGE

( Govt. Sponsored )

Post.: RANIGANJ, Dist.: Paschim Bardhaman, Pin.: 713347  
ESTD.-1957

Ref. No. \_\_\_\_\_


Date 09.07.2025

## JOB INTERVIEW (CAMPUS DRIVE) BY "BAJAJ ALLIANZ LIFE INSURANCE COMPANY LIMITED" AT TDB COLLEGE

### NOTICE

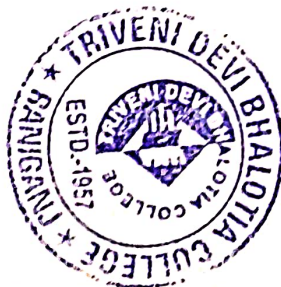
DATE : 09.07.2025

This is for the information of Graduates and Post Graduate Students (passing out in 2023, 2024, 2025) of TDB College that Bajaj Allianz Life Insurance Company Limited in collaboration with the Career & Counselling Cell, TDB College is going to organise a Campus Recruitment Drive at TDB College. Campus Drive date will be announced later. Last date of registration is 20.07.2025.

|   |  |
|---|--|
| Registration: For registration filling the Google form given below<br>or scan the given QR code   |    |
| <a href="https://forms.office.com/Pages/ResponsePage.aspx?id=hWfjRo8a9EaWQUCHKrjuD23xn63vRIItKocbNklubjGtURThBRIJHSUpNSU9CQkUzWEIET05RVUY2SC4u">https://forms.office.com/Pages/ResponsePage.aspx?id=hWfjRo8a9EaWQUCHKrjuD23xn63vRIItKocbNklubjGtURThBRIJHSUpNSU9CQkUzWEIET05RVUY2SC4u</a> |  |
| Eligible Candidates: Graduates and Post Graduate Students passing out in 2023, 2024, 2025.<br>Proposed Date of Joining: Immediately after candidate gets selected.<br>Job Location: Nearby Candidate's Hometown   | Document need to carry for Drive: -<br>Please note the students need to have the below mentioned documents handy with them ( photo copy can be considered ) :<br>1. Pan card<br>2. E-aadhar (Pan card & phone number should be linked with aadhar card)<br>3. 2 copy passport size photo (Formal photo with white or clear background)<br>4. Highest qualification latest marksheet.<br>5. Updated Resume (Must) |
| Place of Campus Drive: - Room No.-72 (Smart Room), Triveni Devi Bhalotia College, Raniganj<br>Date of Campus Drive: - Announced later<br>Reporting Time: 10.30 am<br>Proposed Date of Joining – At an Earliest  |  |

We are offering below roles and the JD

| BUSINESS UNIT | EXTERNAL DESIGNATION                                 | EDUCATION ELIGIBILITY | TIER 1 | TIER 2 | TIER 3 | TIER 4 |
|---------------|--|-----------------------|--------|--------|--------|--------|
| IB            | Relationship Manager – ST                            | Graduate              | 3      | 2.75   | 2.75   | 2.6    |
| Agency        | Agency – Core (Executive Sales Manager - ST)         | Postgraduate          | 3.5    | 3.5    | 3.5    | 2.75   |
|               |  | Graduate              | 3.25   | 3.25   | 3.25   | 2.75   |
|               | Agency - Variable (Assistant Territory Manager - ST) | Postgraduate          | 3.5    | 3.5    | 3.5    | 2.75   |
|               |  | Graduate              | 3.25   | 3.25   | 3.25   | 2.75   |
| PSF           | Senior Financial Service Manager-ST                  | Graduate              | 2.8    |        |        |        |
|               | Relationship Manager – ST                            | Postgraduate          | 3.25   |        |        |        |



*Milan Mukherjee*  
(Prof. Milan Mukherjee)

Teacher in charge  
TDB College, Raniganj  
Teacher- in-Charge  
Trivenidevi Bhalotia College  
Raniganj



Allianz

LIFE GOALS. DONE.



## FRESH OUT OF COLLEGE? START YOUR SALES CAREER WITH BAJAJ ALLIANZ LIFE!



Campus Nomination Form:  
Bajaj Allianz Life Insurance  
Company Ltd.

Build your career while helping customers secure their Life Goals with  
Bajaj Allianz Life.



Fast track growth  
opportunities



Training & development  
opportunity



Performance-based  
rewards and more

| Business Unit | External Designation                                    | Education Eligibility | Year of Passing              | Tier 1 | Tier 2 | Tier 3 | Tier 4 |
|---------------|---|-----------------------|------------------------------|--------|--------|--------|--------|
| IB            | Relationship Manager – ST                               | Graduate              | Current & Previous Year      | 3      | 2.75   | 2.75   | 2.6    |
| Agency        | Agency – Core<br>(Executive Sales Manager - ST)         | Postgraduate          | Current & Previous<br>2 Year | 3.5    | 3.5    | 3.5    | 2.75   |
|               |   | Graduate              |                              | 3.25   | 3.25   | 3.25   | 2.75   |
|               | Agency - Variable<br>(Assistant Territory Manager - ST) | Postgraduate          | Current & Previous<br>2 Year | 3.5    | 3.5    | 3.5    | 2.75   |
|               |   | Graduate              |                              | 3.25   | 3.25   | 3.25   | 2.75   |
| PSF           | Senior Financial Service Manager-ST                     | Graduate              | Current & Previous<br>2 Year | 2.8    |        |        |        |
|               | Relationship Manager - ST                               | Postgraduate          |                              | 3.25   |        |        |        |

\*The above-mentioned CTC is Fixed CTC per annum. You will be able to earn incentives over and above the fixed CTC.

City Tier 1: Delhi, Mumbai, Kolkata, Bangalore, Chennai, Hyderabad

City Tier 2: Larger state Capitals

City Tier 3 & 4: Other towns

### Bajaj Allianz Life Insurance Co. Ltd.

Regd. Office Address: Bajaj Allianz Life Insurance Co. Ltd., Bajaj Allianz House, Airport Road, Yerawada, Pune - 411006. IRDAI Reg No.: 116, Visit : [www.bajajallianzlife.com](http://www.bajajallianzlife.com), CIN : U66010PN2001PLC015959, Mail us : [customercare@bajajallianz.co.in](mailto:customercare@bajajallianz.co.in), Call on : Toll free no. 1800 209 7272. The Logo of Bajaj Allianz Life Insurance Co. Ltd. is provided on the basis of license given by Bajaj Finserv Ltd. to use its "Bajaj" Logo and Allianz SE to use its "Allianz" logo.

Strictly for internal circulation.

## **JOB DESCRIPTION**

|                             |                      |
|-----------------------------|----------------------|
| <b>Role Title</b>           | Senior Sales Manager |
| <b>Function/ Department</b> | Agency               |

### **1. JOB PURPOSE**

(Summarize in one statement because the job exists; and how it contributes to the overall objective of the company)

- To plan and achieve business targets in the area productivity, new premium, persistency.
- Take responsibility for scanning the market for emerging opportunities.
- To devise and implement sales strategy

### **2. PRINCIPAL ACCOUNTABILITIES**

(Accountabilities associated with the Job)

- Responsible for quality team development and playing important role in expanding the market
- Building Distribution Network: Build a robust and profitable distribution network of Advisors & FLS.
- Productivity & Activation: To Manage productivity and activation of the Advisors within the team. To promote productivity of the field force. Establish good working habits for the force, undertake productivity improvement drives, organize specialized training programs.
- Recruitment of Advisors to ensure growth and productivity.
- Responsible for increasing share of business by offering entire range of products by achieving Monthly, Quarterly and Annual target.
- Managing product mix, persistency, Lead Conversion% etc
- Managing accurate maintenance & updating database.
- Achieving goal sheet & contest achievement on weekly basis.

### **3. SKILLS AND KNOWLEDGE:**

(Minimum acceptable proficiency for this job which best indicates the education and/or experience requirements of this job and not the incumbent)

#### **a) Qualifications**

- Master's in business administration/ post- graduation in any stream.
- Communication in English, Hindi & other Regional Language (Local candidate will be preferred)
- Keen to work in a highly competitive environment.
- Right attitude & never - say- die mind-set.
- Effective planning, time management and organizational skills
- Demonstrated ability to understand customer/partner issues and navigate to an appropriate resolution leveraging business knowledge and technical aptitude.

### **4. COMPENSATION OFFERED:**

- **Postgraduate:** 3.5 Lakhs + Incentives (potential to earn up to 60,000 per month)

## **JOB DESCRIPTION**

|                             |                      |
|-----------------------------|----------------------|
| <b>Role Title</b>           | Senior Sales Manager |
| <b>Function/ Department</b> | Agency               |

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### **4. COMPENSATION OFFERED:**

- **Postgraduate:** 3.5 Lakhs + Incentives (potential to earn up to 60,000 per month)

## **JOB DESCRIPTION**

|                             |  |
|-----------------------------|--|
| <b>Role Title</b>           | <ul style="list-style-type: none"> <li>• Senior Financial Service Manager - Trainee</li> <li>• Relationship Manager-Trainee</li> </ul> |
| <b>Function/ Department</b> | BALIC Direct   |

### **1. JOB PURPOSE**

(Summarize in one statement because the job exists; and how it contributes to the overall objective of the company)

- To plan and achieve business targets in the area productivity, new premium, persistency. Take responsibility for scanning the market for emerging opportunities. To promote a customer -centric culture among both staff and field force.

### **2. PRINCIPAL ACCOUNTABILITIES**

(Accountabilities associated with the Job)

- Responsible for target achievement of Life Insurance.
- Acquire, build & maintain strategic relationships with clients sources, develops & analyses customer needs to establish a client centric business environment, proposes and implements solution. Cross sales, try to up sells and timely renewal of client's insurance requirements
- Responsible for increasing share of business by offering entire range of products by achieving Monthly, Quarterly and Annual target.
- Optimal use of given lead on daily basis & Achieving cost efficient operation.
- Managing product mix, persistency, Lead Conversion% etc
- Managing accurate maintenance & updating database.
- Achieving goal sheet & contest achievement on weekly basis.

### **3. SKILLS AND KNOWLEDGE:**

(Minimum acceptable proficiency for this job which best indicates the education and/or experience requirements of this job and not the incumbent)

#### ***a) Qualifications***

- Graduate / Master's in business administration/ post- graduation in any stream.
- Communication in English, Hindi & other Regional Language (Local candidate will be preferred)
- Keen to work in a highly competitive environment.
- Right attitude & never - say- die mind-set.
- Effective planning, time management and organizational skills
- Demonstrated ability to understand customer/partner issues and navigate to an appropriate resolution leveraging business knowledge and technical aptitude.

### **4. COMPENSATION OFFERED:**

- **Graduate:** 2.8 Lakhs + Incentives
- **Postgraduate:** 3.25 Lakhs + Incentives



LIFE GOALS. DONE.

## JOB DESCRIPTION

POSITION: SALES

Relationship Manager-ST (Graduate)

Department: Institutional Business

### Key Sales Responsibilities:

- Play a crucial role in selling our Life Insurance Products to Bank customers and Channel Partners.
- Ensure branch & employee activation to ensure branch growth.
- Conduct regular sales activities within branch and catchment areas to generate leads
- Ensure timely resolution of queries and complaints and controlling the instances of adverse customer experience.

### Relationship Management

- Manage Relationships with key Bank Branch Team to leverage Business.
- Act as one point of contact for any Life Insurance related requirements
- Conduct regular sales activities within branch and catchment areas to generate leads.

### Lead & Business Generation

- Generate potential customer Leads through Activities, Lobby Management etc.
- Effectively engage with Bank Customers/ Channel Partners for Sales Closures.
- Ensure Monthly Business Activation of Bank SP / Branch
- Engage with customers to help build a healthy product portfolio that support them in meeting their life goals.

### Product & Process Knowledge

- Ensure adequate Product & process Knowledge
- Sell Right to Customers.
- Adhering to regulatory requirements & monitoring quality of business

### Qualifications:

Graduate

### Essential Knowledge / Skill Sets:

- Should be presentable with good communication skills.
- Should be good at relationship building/management.
- Should have excellent communication, interpersonal and managerial skills.
- Should understand Insurance and related financial market products.
- Ability to work effectively in highly demanding and competitive environment.