

# WORK VAPOR

Job Link: <https://workvapor.in/jobs/id-25475384-relationship-manager-job-in-dhanbad-niva-bupa-health-insurance/>

## HIRING ORGANIZATION

Niva Bupa Health Insurance

## EMPLOYMENT TYPE

Full-time

## BASE SALARY

INR 15,000 - INR 30,000

## VALID THROUGH

2026-07-19

# RELATIONSHIP MANAGER

## JOB LOCATION

Dhanbad, NIL, Dhanbad, Jharkhand, India

## DESCRIPTION

### JOB PROFILE

Position Relationship Manager Location Pan India

Reports to Area Manager Category Institutional Sales

Reporting Area Manager Level Assistant Manager

Our

Purpose

At Niva Bupa, our purpose is “to give every Indian the confidence to access the best healthcare” by empowering them with knowledge, guiding them with expertise, and providing them with a gamut of services that instills confidence and puts control back in their hands- just the way they want every moment of their life to be.

Our Values

- Commitment
- Innovation
- Empathy
- Collaboration
- Transparency

## About Niva Bupa Health Insurance Company

Niva Bupa Health Insurance Company Limited (formerly known as Max Bupa Health Insurance

Company Limited) is a joint venture between Fettle Tone LLP (an affiliate of True North Fund VI

LLP), a leading Indian private equity firm, and the Bupa Group, a leading international healthcare

company with a legacy of providing specialized healthcare services for over 70 years.

Niva Bupa's growth story has been phenomenal. We are one of the fastest growing Stand Alone

Health Insurers in the country with a current employee strength of 7000+ with growth rate of 154% since FY 20 and growing. We are a fully integrated health insurance provider with in-house

claims processing; under-writing and servicing. Our goal is to achieve more than 10000 Cr

GWP By 2027 & thus requires goal oriented individuals to be a part of this exciting growth

journey to achieve it.

Niva Bupa is certified Great Place to Work for the 3rd year running and aims become one of the

best workplaces in the BFSI industry.

Niva Bupa is an Equal Opportunity Employer committed to achieving diversity within its workforce,

and encourages all qualified applicants to apply, irrespective of gender, age, sexual orientation,

disability, culture, religious and ethnic background. At Niva Bupa 12% of our team handling roles

are led by women. We welcome specially-abled professionals to join our team.

Key Roles & Responsibilities

### Primary Role Description

The job holder is a key member of a team responsible for managing the Niva Bupa regional

Sales through the Bancassurance partner. The job holder will work closely with the partner

channel, particularly branch managers of the Banca partners, Customer Service and across

the business to ensure the timely delivery of high value, high quality services to Banca beneficiaries.

### **Key Roles & Responsibilities**

Achieve assigned annual target of the branch by driving sales across all customer segments-

Business mix in terms of blended premium & no. of cases. Maintain cordial relationship across

all ranks and files of the branch and resolve escalations with in TATs Support bank's sales force

in terms of various activities like o Joint sales calls to generate leads o Update branch manager on

accurate records of referrals received from all constituents of the branch o Adhere to the TATs

on first customer contact & follow ups from the date the lead is being registered o Service branch

customers for any query Regular product training / refresher to the sales force of the branch

Ensure activation of bank's sales force on a weekly, fortnightly, and monthly basis Drive

productivity by right advising of health insurance solutions Measure penetration across

relationship manager, client base / branch base Update MBHI lead management system Engage

in branch customer awareness program and explore every possible opportunity to bundle the

health insurance proposition Create mindshare across branch leadership team Drive effectively

the Reward and recognition programs launched for the bank staff

### **Key Requirements – Education & Certificates**

A graduate degree holder in any discipline

### **Key Requirements – Experience & Skills**

2-3 years of experience, preferably in Life / General Insurance Bancassurance only).

Relationship Management/ Investment & Wealth Advisory (Banks)

Key Functional Competencies

Functional competency

Beginner

Intermediate

Expert

Convincing skills Yes

Product/Insurance

Knowledge Yes

Continuous Learning Yes

Technology Proficiency Yes

Team Work Yes

Problem Solving &

Analytical Skills Yes

Compliance& Regulatory

Knowledge Yes

Customer Focus Yes

Comments if Any/ Add.

Comp.

Comments if Any/ Additional Functional Competency

Special Differentiating Responsibilities

- Managing 3 branches.
- Focusing higher segment penetration.
- First in the industry concept.
- Propensity Lead support from HO

Behavioral Competency

Behavioral competency

Beginner

Intermediate

Expert

Strategic Mindset Yes

Entrepreneurship Yes

Execution Excellence Yes

Building High Performing

**Teams**

Comments if you have Any query.