

WORK VAPOR

Job Link: <https://workvapor.in/jobs/policybazaar-relationship-manager-field-sales-insurance-%e2%82%b93l-%e2%82%b94-25l-lpa/>

HIRING ORGANIZATION

Policybazaar

EMPLOYMENT TYPE

Full-time

JOB LOCATION

India

? Remote work from: India

DATE POSTED

? March 4, 2026

POLICYBAZAAR RELATIONSHIP MANAGER/FIELD SALES INSURANCE

BASE SALARY

INR 300000 - INR 450000

DESCRIPTION

Company: Policybazaar

Position: Relationship Manager

Industry: Insurance

Location: Hybrid (South Goa, North Goa, Mumbai – All Areas)

Employment Type: Full Time, Permanent

Salary: ?3L-?4.25L LPA

HR Contact: Utsav – 9175881327

Open Positions:

- Total openings: 24
- Experience required: 0–1 years
- Education: Any Graduate or Diploma

Role Overview:

- drive insurance sales through field activities
- acquire new customers via leads, referrals, and natural market
- build and maintain long-term client relationships
- achieve sales targets using need-based selling approach

Main Responsibilities:

- meet ANP and case count targets
- conduct customer meetings and understand insurance needs
- upsell and cross-sell insurance products
- ensure timely policy issuance and documentation
- provide post-sales support to customers
- maintain regular engagement with assigned clients
- collaborate with supervisors for sales planning
- forecast sales and manage client database
- follow ISMS and data security policies

Ideal Profile:

- strong communication and relationship-building skills
- good sales mindset and target-oriented approach
- disciplined, resilient, and self-motivated personality
- positive attitude toward challenges
- knowledge of sales techniques and pipeline management preferred

How to Apply:

Send your resume or contact on WhatsApp at 9175881327