

# WORK VAPOR

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

## HIRING ORGANIZATION

Policybazaar

## EMPLOYMENT TYPE

Full-time

## JOB LOCATION

India

? Remote work from: India

## DATE POSTED

? March 7, 2026

## RELATIONSHIP MANAGER

### BASE SALARY

INR 300000 - INR 425000

### DESCRIPTION

**Company:** Policybazaar

**Position:** Relationship Manager

**Industry:** Insurance

**Location:** Surat, Gujarat / Vapi, Gujarat

**Employment Type:** Full Time, Permanent

**Salary:** ?3L-?4.25LPA

**HR Contact:** Utsav – +91 9175881327

#### Total Openings:

- 24 positions available

#### Job Responsibilities:

- Achieve sales targets based on ANP (Annualized Premium) and policy case count
- Acquire new customers through leads, referrals, and direct outreach
- Conduct meetings with customers to understand their insurance needs
- Recommend suitable insurance plans using need-based selling
- Upsell and cross-sell insurance products when relevant
- Provide post-sales support and ensure policies are issued on time
- Maintain regular engagement with assigned customers
- Work with supervisors to plan and execute sales strategies
- Forecast sales performance and manage customer data within the territory
- Follow company ISMS and data security policies

#### Candidate Requirements:

- Any graduate or diploma holder can apply
- 0–1 year experience in sales preferred (insurance experience is a plus)
- Good communication and relationship-building skills

- Passion for achieving targets and sales goals
- Self-motivated and disciplined personality
- Basic understanding of sales techniques and pipeline management

**How to Apply:**

Send your resume or contact on WhatsApp at +91 9175881327