



Guru Gobind Singh Indraprastha University
“A State University established by the Govt. Of NCT Delhi”
Sector 16-C, Dwarka, New Delhi – 110078



F. No.: GGSIPU/CCGPC/2023/ 668

25th July 2023

Sub. Placement opportunity for students of GGSIP University of the batch passing out in year 2023 or passed out in 2022 in the company “Policy Bazaar”.

Dear Placement Officer,

Greetings from CCGPC, GGSIPU!!!

Please find below details of placement opportunity for students of GGSIP University of the batch passing out in year 2023 or passed out in 2022 in the company “Policy Bazaar” for your reference and circulation to students to apply on given link by **27th July 2023**.

Registration Link – <https://forms.gle/Z55Mj8v1hMhzk3Zs7>

Name of Company- Policy Bazaar

Profile- Associate Sales Consultant (Work from Office)

Location- Gurgaon, India

Eligibility- Any Graduates or Post-Graduates from 2023 and 2022 batch (Final Year/Semester (6th/8th Sem)- Completed/Result Awaited)

CTC- INR 3.20 to 3.50 LPA + 30K Retention Bonus (After 6M Completion - One Time Payment Only) + Unlimited Incentives (Avg. 60 to 70K per year) + Unbelievable Prize for top performers like, House, Iphone, Two-wheelers and many more.

Joining - Immediately

Must Have - Good English Communication Skills

Job description attached for more information.

LAST DATE FOR REGISTRATION IS **27th July 2023**.

(Ms. Nisha Singh)
Training and Placement Officer,
CCGPC, GGSIP University

Profile: Associate Sales Consultant (Self FOS)

About Policybazaar.com –

Mission: Make India's billion-plus households financially safe and secure

Values: Fairness to all our stakeholders

Vision: A healthy and well-protected India

PolicyBazaar.com is India's largest insurance marketplace and a leading fintech player globally. It has backing from a host of investors including the likes of Soft Bank, InfoEdge (Naukri.com), Temasek, Tiger Global Management, True North, Premji Invest. The portal started in 2008 with a purpose to educate people on insurance products and has had a significant influence on how insurance is bought in India. It has helped in driving penetration of pure life insurance, health insurance, and such products which were barely bought earlier.

From receiving traffic of 180,000 visitors in 2008, PolicyBazaar.com has come a long way and today hosts over 100 million visitors yearly, and records 10 transactions on its platform every minute. The company collected Rs 3,500 cr of insurance premium in FY19, and is on track to double this figure in FY20. PolicyBazaar.com accounts for nearly 25% of India's life cover, and over 7% of India's retail health business. It accounts for roughly half of all internet based insurance purchase in the country..

Group Companies – Paisabazaar.com, Docprime, QuickFixCars, Policybazaar.ae, Zphin

Visit policybazaar.com to know more about us.

What would be the roles and responsibilities

- Assisting customers in sale of a range of financial products on phone & face to face as and when required.
- Reaching productivity that meets job standards, while working with speed and accuracy.
- Meeting and exceeding targets as assigned periodically.
- Ability to learn about products and services and describe/explain them to prospects.
- Understanding customer requirement and closing sales.
- Responding in a timely and effective manner to all internal communication.

What we are looking for in a candidate

- Should be Confident & Dynamic.
- Comfortable for local travel.
- Should have a bent towards Sales.
- Excellent interpersonal and listening skills
- Good persuasion skill.
- Should be efficient in converting customer interest into sales.
- Good negotiation skills.
- Team Player
- Quick learner, creative and achiever.
- Passionate about work output

Desired Skills and Experience-

- SSC or higher education.
- 6 months of Sales Experience
- Ability to communicate effectively in Hindi & English & Local language.
- Basic computer skills.

What do we offer?

- Amazing work culture.
- Complete Day shift.
- 6 Day working
- 1 Roster off
- Unlimited Incentives
- Good opportunity for career progression.
- GMC- Group medical coverage
- Gratuity is paid as per applicable law which is over and above total offered CTC

ISMS Responsibilities

- Be aware and comply with the ISMS Policy, procedures and objectives;
- Actively participate in ISMS exercises;
- Request access to information access from their Team Leaders/ Executives;
- Report known and suspected security incidents to the IT Helpdesk;
- Protect secrecy of passwords; and
- Protect information assets used by them against compromise of assets
- Confidentiality, integrity or availability.

Our Recent Awards

Over the years, Policybazaar.com has won over 50 awards for its innovative business model, marketing efforts and customer centricity at various forums. Following are some of the prominent ones.



We Are An Equal Opportunity Employer

At Policybazaar.com, you will be immersed in an exceptional work environment. You will be surrounded by colleagues who are committed to helping each other grow. If you're looking to make an impact, Policybazaar's the place for you.



We are looking for
Rockstars

We're hiring
Sales Consultant



HAR FAMILY HOGI INSURED

PB JOURNEY



We are India's **largest insurance aggregator**, covering nearly **25%** of India's **Life cover** & **7%** of India's **Retail Health** business.

We have built India's largest online platform for **Insurance & Lending** products



In November 2021, PB Fintech Ltd, opened its initial public offering (**IPO**) and raised **₹5,625 crore (US\$700 million)**

JOB DESCRIPTION

Sales Consultant



Location : Gurgaon



Language : Hindi/English

Experience
0 to 3 Years

About the job

We are looking for result-driven retail Sales Associate to be responsible for all sales job duties, from generating leads to closing sales

Your contribution in PB's journey

- Assisting customers in sale of a range of financial products on phone
- Reaching productivity that meets job standards, while working with speed and accuracy
- Meeting and exceeding targets as assigned periodically
- Ability to learn about products and services and describe/explain them to prospects
- Understanding customer requirement and closing sales
- Responding in a timely and effective manner to all internal communication

Your knowledge & expertise that we need

- Should be confident & dynamic.
- Should have a bent towards Sales
- Excellent interpersonal and listening skills
- Good persuasion skill
- Should be efficient in converting customer interest into sales
- Good negotiation skills.
- Team Player
- Quick learner, creative and achiever
- Passionate about work output

WHO ARE WE AS A BRAND



Mission

Make India's billion-plus households financially safe and secure



Values

Fairness to all our stakeholders



Vision

A healthy and well-protected India

Policybazaar, was founded with one objective: bringing transparency in insurance. Today, we are India's best & largest digital insurance marketplace with 93.4% market share. Over 9+ million (90 lakh+) individuals have contacted us & bought the best insurance plans from the top insurers in the country.

GROUP COMPANIES

Policybazaar started the journey in 2008 by Yashish Dahiya & Alok Bansal to transform Insurance industry and by 2009, we became the most visited insurance website in India.

paisabazaar 

Paisabazaar.com is India's largest digital consumer credit workplace with a 51.4% market share (based on disbursal in 2020) . It works with large banks , NBFCs & Fintech lenders who offer a wide choice of products .

pbpartners 
#EK RISHTA BHAROSE KA

PBPartners is one of India's fastest growing, web-based platform for all types of insurance products. Our ingenious technology platform ensures that its partners and clients get access to instant quotes from leading insurance providers, along with best service and technical support.

policybazaar 

Policybazaar.ae is Policybazaar Group's first overseas venture and is an online financial products marketplace, aimed at becoming a one-stop shop for consumers personal finance needs in the UAE market.

OUR ACCOLADES

Over the years, Policybazaar.com has won over 50 awards for its innovative business model, marketing strategies and customer centricity at various forums. Following are some of the prominent ones.



Financial Express
Best Bank 2019



KPMG-H2
Ventures Report



The Digital Insurer
Global Livefest Award



IAMA India Digital
Awards 2018



Most Preferred
Workplace 2022-23

WHO ARE WE AS A FAMILY - PB CULTURE

We believe in empowering our employees with a strong culture of value, connectivity & mutual respect at work. We have always emphasized on creating a culture where everyone feels included, respected & appreciated.

Our culture revolves around these major pillars



COURTESY



OWNERSHIP



RESILIENCE



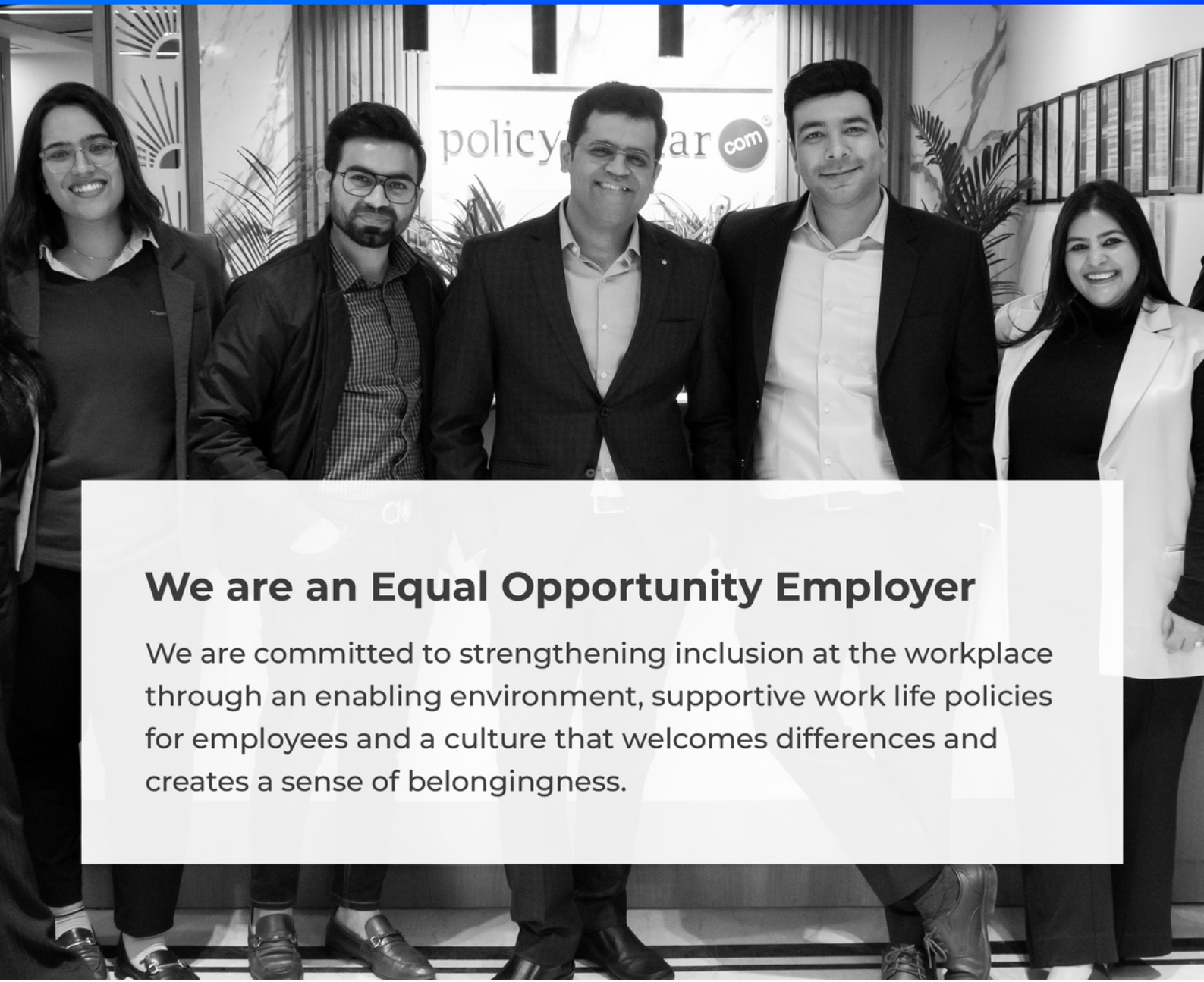
EMPATHY



WHAT'S IN IT FOR YOU?

EMPLOYEE BENEFITS

- Endless growth opportunities
- Child care facility
- Encouraging child education
- GMC- Group medical coverage
- Group Personal Accidental insurance
- Gratuity
- Wellness programs
- Give back to the society through CSR
- Continuous talent enhancement programs



We are an Equal Opportunity Employer

We are committed to strengthening inclusion at the workplace through an enabling environment, supportive work life policies for employees and a culture that welcomes differences and creates a sense of belongingness.