



PROF. MADHURIMA LALL

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To
ALL HEADS/DEANS/DIRECTORS/OSD-IMS
LUCKNOW UNIVERSITY

DEAR SIRS/MADAMS,

Kindly send students of your department on May 5, 2017 at 11 am in the Department of Applied Economics for three posts for recruitment by Upgrade Solutions Pvt Ltd. as annexed herewith for first round of GD. Those selected will be called for interview before final selections.

As the vacancies are more than 50, please ensure a large number of students to participate in the placement drive.

Please arrange for a summary of candidates on excel sheet (hard and soft copy) to be provided to the undersigned on any day of your convenience.

Kindly ensure that the students are well informed regarding the placement opportunities.

They must be made to refer to our website: Counseling and Placement Cell regularly. for updates and opportunities.

Thanking you,

Yours faithfully,
(Prof. Madhurima Lall)

Director
Counseling and Placement Cell

RECRUITMENT NOTICE
ALL STREAMS/ ALL STUDENTS/ ALL CLASSES

PACKAGES BETWEEN: RS 2 LACS TO RS 7 LACS FOR THREE POSTS
 VACANCIES IN ALL APPROX. 50

GROUP DISCUSSION AT FIRST STAGE ON MAY 5, 2017 AT 11 AM IN THE
DEPARTMENT OF APPLIED ECONOMICS

Upgrade Solutions Private Limited, a company in insurance sector, intends to hire eligible and competent human resources from our reputed university.

Job Descriptions

1. Manager/ Sr. Manager Corporate Sales (General Insurance):

Experience: 3 to 8 yrs. | Salary: INR 3,00,000 - 6,50,000 P.A

Responsible for direct sales (B2B) of General Insurance Products.

- Key account handling and servicing
- New Business Generation
- Team recruitment and Handling
- Responsible for achieving the targets of self and the team

Industry: Insurance

Functional Area: Financial Services, Banking, Investments, Insurance

Role Category: General Insurance

Role: Sales/Business Development-Manager

Keywords: Corporate Sales, Key Account Management, B2B, Direct Sales, General Insurance,

Business Generation, New Business, GI, LI, business development, sales, Insurance Sales, Corporate

Sale, insurance marketing

Desired Candidate Profile

Education:

(UG - Any Graduate - Any Specialization, Graduation Not Required) AND (PG- Any Postgraduate, Post Graduation Not Required) AND (Doctorate- Any Doctorate - Any Specialization, Doctorate Not Required)

- Must be a graduate.
- Experience in sales of general insurance products to corporate.
- Licentiates and /or broker qualified would be preferred.
- Must be ready to work in target oriented set-up.
- MBA in marketing/Risk Management/Insurance would be preferred.
- Must have team building and leadership skills
- Must have excellent written and spoken communication skills.
- Candidates having exposure in Agricultural background will be preferred

2. Relationship Managers: Experience: 0 to 5 yrs. | Salary: INR 1,50,000 - 7,00,000 P.A

- Responsible for client servicing
- Cross-sales to existing clients
- Looking for new sales opportunities
- All leads (All Hot Leads) to be provided by the company

Industry: Insurance

Functional Area: Sales, Retail, Business Development

Role Category: Retail Sales

Role: Sales/Business Development Manager

Sales, relationship manager, relationship executive, senior relationship manager, sales manager, AIII, LIII, Associate

Desired Candidate Profile

Education:

(UG - Any Graduate - Any Specialization, Graduation Not Required) AND (PG- Any Postgraduate, Post Graduation Not Required) AND (Doctorate- Any Doctorate - Any Specialization, Doctorate Not Required)

- Excellent communication and listening skills
- The ability to explain complex information clearly and simply
- Good sales and negotiation skills
- An interest in Insurance sales and marketing and markets
- Good mathematical and computer skills
- Plenty of drive, initiative and motivation
- Honest and trustworthy
- Ability to analyse and research information
- Should like to travel
- Candidates having exposure in rural and crop insurance will be preferred

3 General Insurance Claims and Operations Managers/executive:
Experience: 2 to 6 yrs. | Salary: INR 2,00,000 - 5,00,000 P.A

Job Description

- Underwriting oriented with problem solving abilities.
- Ability to handle cross functional technical standards by Prudent Risk selection
- Ensuring correct and timely issuance of quotes with the right clauses and conditions
- Adequate Pricing of products & risks Monitoring & Management of Portfolio
- Claims management and reporting
- Collaborate with Claims Department for early claims settlement
- Meeting with clients along with marketing team providing technical support.
- Close monitoring of documentation and clearance of discrepancies.
- Business MIS generation

Industry: Insurance

Functional Area: Financial Services, Banking, Investments, Insurance

Role Category: Operations/Processes

Role: Insurance Operations Officer

Desired Candidate Profile

Education:

(UG - Any Graduate - Any Specialization, Graduation Not Required) AND (PG- Any Postgraduate - Any Specialization, Post Graduation Not Required) AND (Doctorate- Any Doctorate - Any Specialization, Doctorate Not Required)

- Graduate/ Post Graduate.
- Minimum 2+ years of experience in Non Motor claims/Underwriting or property / Commercial claims/Underwriting
- Experience in handling Non-Motor/motor/health claims
- Must have handled similar line of business.
- Insurance qualification is preferred (All, FIII, Broker qualified)
- Candidates having exposure in crop cutting experiments will be preferred

