

Report on Final Campus Placement for Kotak Life on 8th January, 2022



kotak life

Quick Details

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| Employer | Kotak Life |
| Date of Interview | 8 th January, 2022 |
| Designation Offered | Management Trainee (Recruitment & development manager) – Tied Agency |
| Maximum Earning Potential | INR 4,50,000 p.a. |
| Interview conducted by | Mr. Naveen Wahi (Divisional Manager), Ms. Shruti Patel (Regional HR) |
| No. of students Appeared | 96 |
| No. of Students Selected | 6 |

Company Overview

Kotak Life Insurance is one of the fastest growing insurance companies in India, covering over 30 million lives nationwide (as on 30th September 2020).

📍 M.T.B. College Campus, Nr. Adarsh Society, Athwalines, Surat-395001, Gujarat, India.

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Job Profile

Offered Designation: Management Trainee (Recruitment & development manager) – Tied Agency

Roles and Responsibilities:

1. Recruitment and development of quality advisors
2. Recruiting by selling career opportunity to prospective advisors
3. Ensure that advisors undergo proper training on product, regulations and other selling inputs
4. Monitoring the performance and tracking of daily activity tracking advisors
5. Motivating advisors in order to retain the performing advisors and giving special attention to average performers and provide needs-based training.
6. Inculcate product as well as practical training to the advisors by accompanying them to client meetings.
7. Guiding them on the sales funnel and achieving revenue targets.
8. Doing analysis of the need of the customer and ensuring high level of customer satisfaction leading to customer delight.
9. Carrying out various promotional activities for sales as well as for recruitment.
10. Accountable for revenue generation and achievement of business targets

Location: Surat, South Gujarat (Excluding Surat) Navsari, Ankleshwar, Bharuch, Vapi IMP Note: Only Local Candidates will be placed means Candidate from Surat will be placed in Surat only. Candidate from Navsari will be placed in Navsari only and so on.

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