



**SARVAJANIK
UNIVERSITY**

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**SARVAJANIK EDUCATION SOCIETY
SMT. SHARDARANI RAMESHCHANDER**



Approved by AICTE | Constituent College of Sarvajani University

Report on Final Campus Placement for Star Union Dai-ichi Life Insurance on 18th January, 2022 at S. R. Luthra Institute of Management

Star Union Dai-ichi Life Insurance

A joint venture of



Quick Details

Employer	Star Union Dai-ichi Life Insurance
Date of Interview	18 th January, 2022
Designation Offered	Sr. Insurance Officer
Maximum Earning Potential	INR 3,50,000 p.a.
Interview conducted by	Ms. Perna (Zonal HR)
No. of students Appeared	34
No. of Students Selected	11

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

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Company Overview

Founded in 2009, Star Union Dai-ichi Life Insurance (SUD Life) is a joint venture between two of India's leading public sector banks, Bank of India and Union Bank of India, and Dai-ichi Life Holdings, a leading life insurance company in Japan. With a robust collective network of over 11,000 branches catering to more than 64 million customers, SUD Life has one of the largest life insurance distribution footprints in India. Bank of India and Union Bank of India have sponsored select Regional Rural Banks, which provides SUD Life access to more than 1950 branches that make life insurance products available in rural areas.

Established in 1902, Dai-ichi Life is the second largest life insurance company of Japan and is one of the top ten life insurers globally, renowned for sound product knowledge, superior asset management skills, and strong operational capabilities to manage life insurance businesses.

Job Profile

Offered Designation: Sr. Insurance Officer

Roles and Responsibilities:

Business Generation & Result Orientation

- Identifies business opportunities and generate leads through Bank Branches by actively participating in Bank Branch operations etc.
- Sells product by establishing contacts with the leads and developing relationships with the prospect; recommending solutions.
- Maintains relationship with clients by providing support, information, and guidance; researching and recommending new opportunities.
- Identifies product improvements by remaining current on industry trends, market activities, and competitors.
- Makes presentation to prospective clients with high energy level.
- Plans and meets sales goals month on month
- Prepares report by collecting, analysing and summarizing information
- Maintains quality service by establishing and enforcing organization standards
- Maintains professional and technical knowledge by attending workshops facilitated by SUD Life

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Persistency

- Ensure desired quality of business, need based selling & right product mix to achieve the required persistency standards

Stakeholder Management

- Maintain utmost levels of responsiveness to requirements from the Branch Manager/Unit Manager

Location: Pan Gujarat

Other Criteria: NIL

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