



## HDFC LIFE INSURANCE

### Campus Recruitment - 2020 Passing Out Batch Only for unplaced students

<b>Company</b>	HDFC LIFE INSURANCE
<b>Website</b>	<a href="http://www.hdfclife.com">www.hdfclife.com</a>
<b>Batch</b>	2020
<b>Joining Date</b>	<b>Will be informed later</b>
<b>Job Title</b>	<b>Executive Trainee</b>
<b>Eligible Degrees</b>	MBA
<b>Eligible Branches</b>	MBA Finance Marketing
<b>Eligibility Criteria</b>	<b>60% throughout</b>
<b>Location</b>	Delhi, Mumbai, Lucknow, Pune, Agra, Varanasi, Chandigarh, Coimbatore
<b>Compensation (CTC)</b>	INR 4.25 LPA
<b>Roles &amp; Responsibilities</b>	<p><b>Roles and Responsibilities:</b></p> <p><b>Sell Insurance in Assigned Bank Branch</b></p> <ul style="list-style-type: none"><li>• Generate Leads</li><li>• Understand customer's needs</li><li>• Pitch suitable life insurance solutions</li><li>• Close the sale</li><li>• Achieve Sales Target</li></ul> <p><b>Build Relationship with Licensed Bank Staff</b></p> <ul style="list-style-type: none"><li>• Joint Calls</li><li>• Lead generation activities</li><li>• Support bank staff with training and pitching life insurance products</li><li>• Review and track targets</li><li>• Weekly reviews, actionable, etc.</li><li>• Meet Channel Objectives</li></ul> <p><b>Provide After-Sale Service to Customers</b></p>

	<ul style="list-style-type: none"> <li>• Being in touch</li> <li>• Seek referrals</li> <li>• Resolve customer queries, requests or complaints</li> <li>• Guide customers to HDFC Life touchpoints</li> <li>• Ensure customer satisfaction</li> </ul>
<b>Other Desired Skills / Competencies</b>	<ul style="list-style-type: none"> <li>• Good communication skills (written and spoken)</li> <li>• Good coordination skills</li> <li>• Team spirit</li> </ul>
<b>Recruitment Process</b>	<p><b>Selection Process:</b></p> <ul style="list-style-type: none"> <li>• Online Application through CoCubes.</li> <li>• CoCubes to share the list of shortlisted candidates.</li> <li>• Further shortlisted candidates need to appear for an online test(Cognitive+ Communication Test ).</li> <li>• Further shortlisted candidates need to travel to the venue for further rounds(Venue details will be shared well in advance).</li> <li>• Further Rounds: Personal Interview</li> </ul>
<b>How to Apply?</b>	<p>ALL INTERESTED STUDENTS SHOULD APPLY Latest by dt.26<sup>th</sup> December 2019, by 6 pm at the below mentioned link</p> <p><b>Registration Link for candidates: <a href="#">CLICK HERE</a></b></p>

**My Best Wishes are with you!**

**Prof (Dr.) Ajay Rana**

**Ph.D (CSE) & M.Tech (CSE) - Two Time Gold Medalist  
SMIAENG, SMIACSIT, LMISTE, LMPF, LMCSI & MIET (UK)**

**Senior Vice President – Amity Education Group  
Dean – Industry & Academia Alliance  
Advisor – Amity Education Group**