



Rajeev Gandhi College of Management Studies
Office of: **Training & Placement Committee**

Ref No.: RGCMS/T&P/Notice/2020-21

Date: 24/03/2021

NOTICE

All SYMMS Students are hereby informed that Campus Placement Drive of **Shriram General Insurance Company Ltd - Campus Recruitment for 2021 -Mumbai – Relationship Executive.**

Company	Shriram General Insurance Company Ltd
About Company	<p>We introduce ourselves as Shriram General Insurance (SGI), part of Chennai Based Shriram Group.</p> <p>Shriram Group, established in 1974, having a turnover of more than 90,000 Crore, is among the leading corporate houses in India and is a major player in the Indian Financial Services sector. Shriram Group's focus is on Financial Services that reach out to a large number of common people – providing them opportunities to improve their prosperity. Shriram Group has over One Crore customers 1,20,000 Agents / Associates, over 50,000 Employees, and over 2400 branches spread all over the Country.</p> <p>SANLAM is our Equity partner-74% owned by Shriram Group & 26% with Sanlam Group (South Africa).</p> <p>SANLAM is a leading Financial Services Group of South Africa with a market capitalization of Rs. 30,000 crores and more than Rs. 3,20,000 crores Asset under Management.</p> <p>SANTAM is a part of Sanlam Limited, which is engaged in short-term insurance cluster and is the leading short-term insurance company in South Africa.</p> <p>Shriram General Insurance Company Limited (SGICL), one of India's leading General Insurance Company, has been conferred with Awards which are enumerated below :-</p> <p>AWARDS:</p> <p>Below mentioned are some of the awards, which our parent company(Shriram General Insurance Company Ltd.) has bagged in the past:</p> <ul style="list-style-type: none">• “CEO of the year in General Insurance (2018-2019) by India Insurance Summit and Awards on 22nd February, 2019.<ul style="list-style-type: none">• “Best Women CFO (2018-2019) on 8th March, 2019.• “ Most Amiable General Insurance Company of the Year” (2019-2020) by Economic Times Insurance Award 2019 Mumbai.• The 'Overall Growth Excellence in the General Insurance sector' (2012 - 2014) under the 'Excellence in Growth Award 2012' category at the Indian Insurance Awards 2012 held in Mumbai for two years consecutively.
Job Position	Relationship Executive
	<ul style="list-style-type: none">• Recruitment of the general insurance Advisors/Agents.

Job Description	<ul style="list-style-type: none"> • Preparing monthly plans of business and implementing them for achievement of desired performance. • Training the Advisors/Agents, about the products of the company. • Motivating the Advisors for the sales and better services to Customers. • Explanation of the company products with the necessary documentation. • <ul style="list-style-type: none"> Developing full potential of the team so that each one of them achieves their respective targets. • To generate new business in the field of motor and other non-motor Insurance. • To appoint new Advisors/Agents in the territory and generating new business through them. • Ensure sustainable growth of cross vertical business.
Salary	4.17 LPA CTC (Including Fuel Reimbursement + Mobile Reimbursement + Incentives)
Minimum Tenure Commitment with the Company	2 Years Service Bond Mandatory
<u>Skills Required</u>	<p>Good English communication skills (Oral as well as Written).</p> <ul style="list-style-type: none"> · Should possess flair of Sales and Marketing. · Should possess good Data Management Skills. · Should possess good Computer knowledge (MS Excel). · Good reasoning and logical skills. · Pleasing personality, self-driven
<u>Eligibility Criteria</u>	MBA (Marketing) /PGDM

Prof. Dr. Vishal Chavan
Coordinator,
T&P Committee

Director