

Job Description

Corporate Sales Executive

Title: Corporate Sales Executive

Department: Sales

Job Category: Full time

Job Summary:

The Corporate Sales Executive is responsible for selling local medical insurance policies directly to corporate accounts. Focus is mainly on large corporations as well as small and medium enterprises.

Responsibilities:

- Selling local medical insurance products to corporate accounts and SMEs.
- Prospecting potential corporate accounts using different databases, directories, and door-to-door activities
- Calling prospects and setting appointments for visits.
- Continuously generating prospect customers and referrals from every visit.
- Selling products using face-to-face techniques.
- Ensuring the delivery of all necessary documents.
- Achieving the given annual targets.
- Filling in daily reports and submitting them to the direct manager as required.
- Effective time management of reporting and office work activities.
- Operating with the highest standards of personal integrity at all times.

Profile:

- Bachelor's degree.
- 1-2 years of corporate sales experience.
- Advanced computer skills.
- Strong communication skills and ability to multi-task.
- Ability to work seamlessly in a team-based environment.
- Medical background or strong knowledge of the medical insurance industry is an advantage.