



Guru Gobind Singh Indraprastha University
“A State University established by the Govt. Of NCT Delhi”
Sector 16-C, Dwarka, New Delhi – 110078



F. No.: GGSIPU/CCGPC/2023/PN/ 534

Dated: 28th April 2023

Sub. Placement opportunity for UG and PG students of GGSIP University of batch passing out in year 2023 in the company “Bajaj Allianz”.

Dear Placement Officer,

Greetings from CCGPC, GGSIPU!!!

Please find below details of Placement opportunity for UG and PG students of GGSIP University of batch passing out in year 2023 in the company “Bajaj Allianz” for your reference and circulation to students to apply on given link by **30th April 2023**:

Registration Link – <https://forms.gle/eJkSbsYdK4MthRUt5>

Name of Organization – Bajaj Allianz

Position:

1. Relationship Manager-Sales Trainee (Graduate)
2. Senior Relationship Manager-Sales Trainee (PG)

Eligibility Criteria: UG and PG students of GGSIP University (Except B.Tech, M.Tech, BCA and MCA)

CTC:

1. Graduate: 3.0 Lakhs + excellent incentives
2. PG: 3.5 lakhs + excellent incentives (focus is on the graduate campus)

Work location:

Across the country. Specific locations can be shared during interviews.

For more information, please find the attached JD.

LAST DATE FOR REGISTRATION IS 30th April 2023.

(Ms. Nisha Singh)
Training and Placement Officer,
CCGPC, GGSIPU



Position: Relationship Manager-Sales Trainee (Graduate) or Senior Relationship Manager-Sales Trainee (PG)

CTC: Graduate: 3.0 Lakhs + excellent incentives | PG: 3.5 lakhs + excellent incentives (focus is on the graduate campus)

Work location: we have positions across the country. Specific locations can be shared during interviews.

JOB DESCRIPTION

Key Responsibilities:

- Responsible for business target achievement through the sale of life insurance products to branch banking and wealth customers of the partner bank.
- Responsible for branch activation and lead generator (LG) activation through regular engagement with partner branch staff.
- Conduct regular sales activities within branch and catchment areas to generate leads.
- Liaise with and assist the acquisition team of the partner bank to build a customer base.
- Ensure adherence to the end-to-end business process within the specified timelines.
- Adhering to regulatory requirements and monitoring the quality of business.
- Ensure timely resolution of queries and complaints and control the instances of an adverse customer experience.

Qualification:

- A bachelor's degree.
- Essential Knowledge and Skill Sets:
- Should be presentable with good communication skills.
- Relationship building and management skills are required.
- He or she should have excellent communication, interpersonal, and managerial skills.
- Should understand insurance and related financial market products.
- The ability to work effectively in a highly demanding and competitive environment.

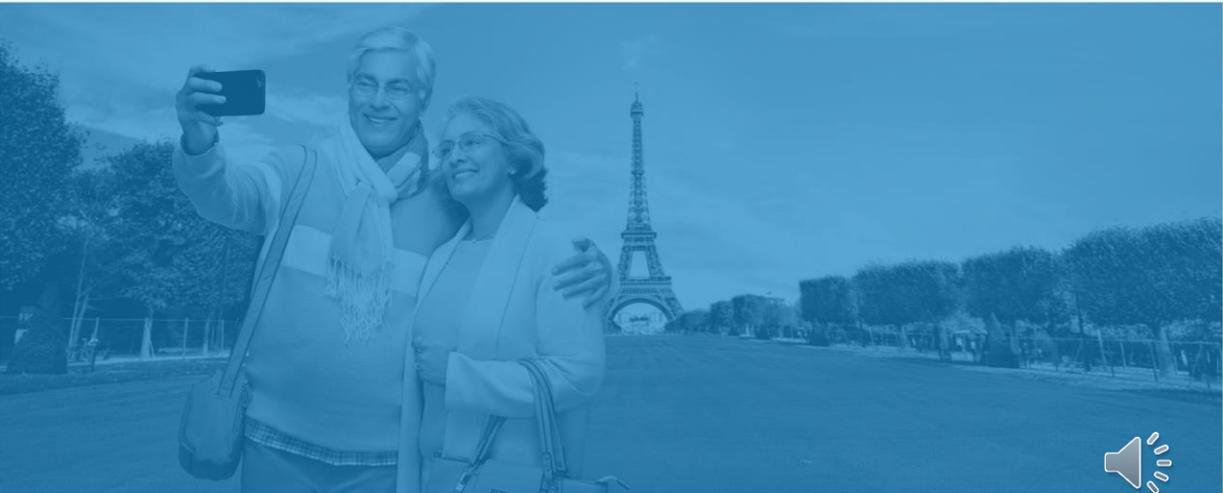


Campus Connect 23

LIFE GOALS. DONE.



Version 1: May 2022



Welcome To Bajaj Allianz Life Insurance

India's Top 15

KINCENTRIC
Best Employer

INDIA 2021



Company Overview



About Bajaj Allianz Life Insurance



Started operations on
3rd August, 2001

74% stake



26% stake

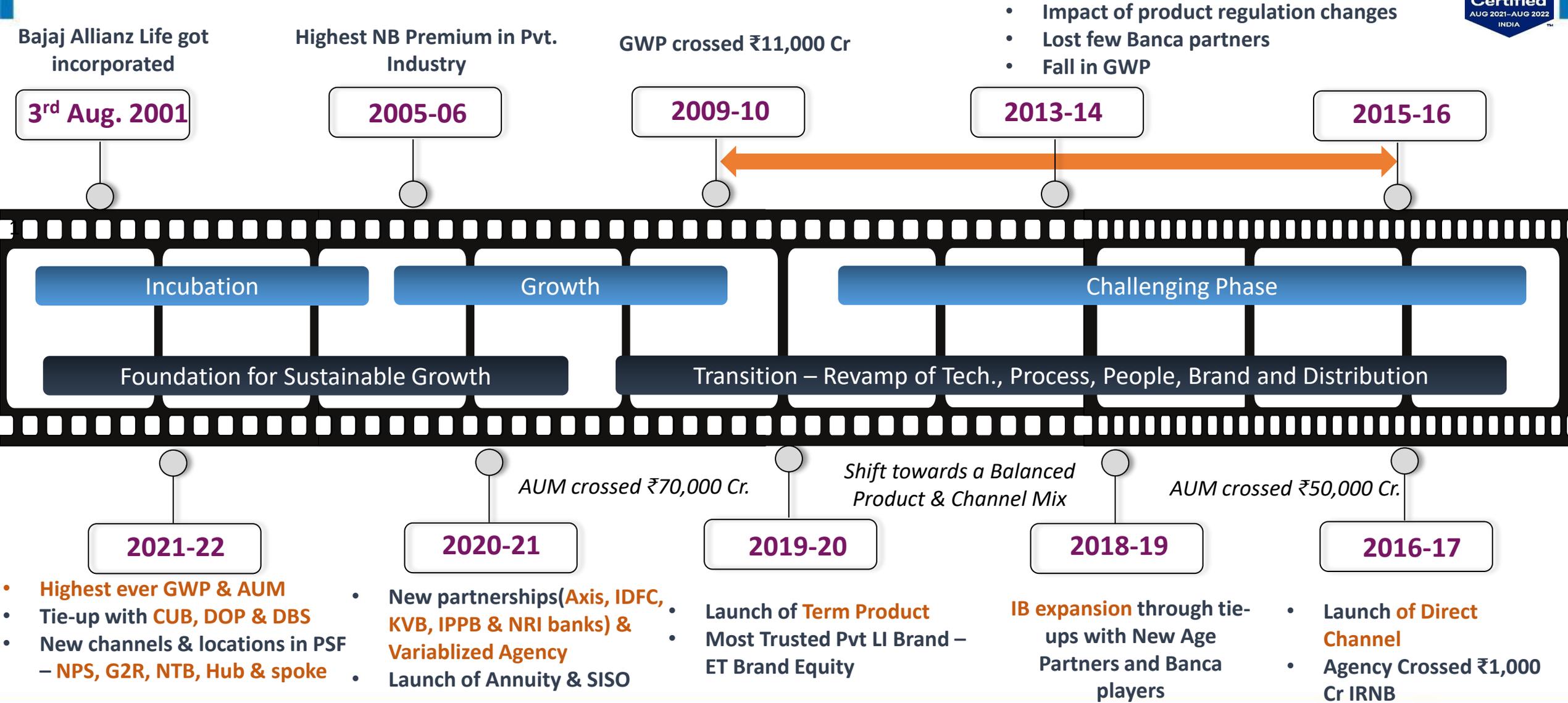
Bajaj FinServ Limited deals with financial services of the Bajaj Group. Its core businesses are spread across Lending, Insurance and Wealth Advisory. Bajaj FinServ is the majority partner in the JV and the two companies individually manage operations in general and life insurance spaces.

The Allianz Group is a global financial services provider with services predominantly in the insurance and asset management business. 88 million retail and corporate clients in more than 70 countries rely on our knowledge, global presence, financial strength and solidity. Allianz SE, the parent company, is headquartered in Munich, Germany.

LIFE GOALS. DONE.



BALIC's Journey



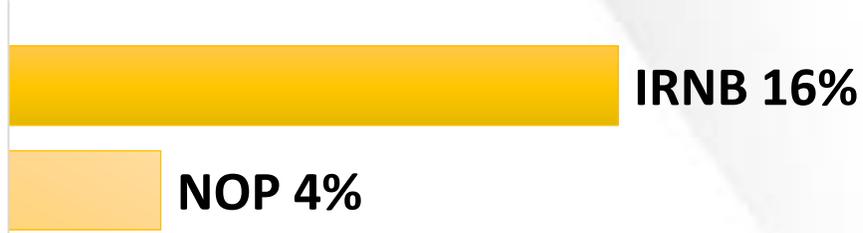
NB: New Business
GWP: Gross Written Premium (NB premium + Renewals)
IRNB: Individual Rated New Business

NTB: New To BALIC
G2R: Group To Retail, SISO : Systematic In Systematic Out
NPS: National Pension Scheme

DBS: Development Bank of Singapore Limited
CUB: City Union Bank, DOP: Department of Post
PASA: Pre-Approved Sum Assured

Industry Performance FY22 (Growth Over FY21)

Industry



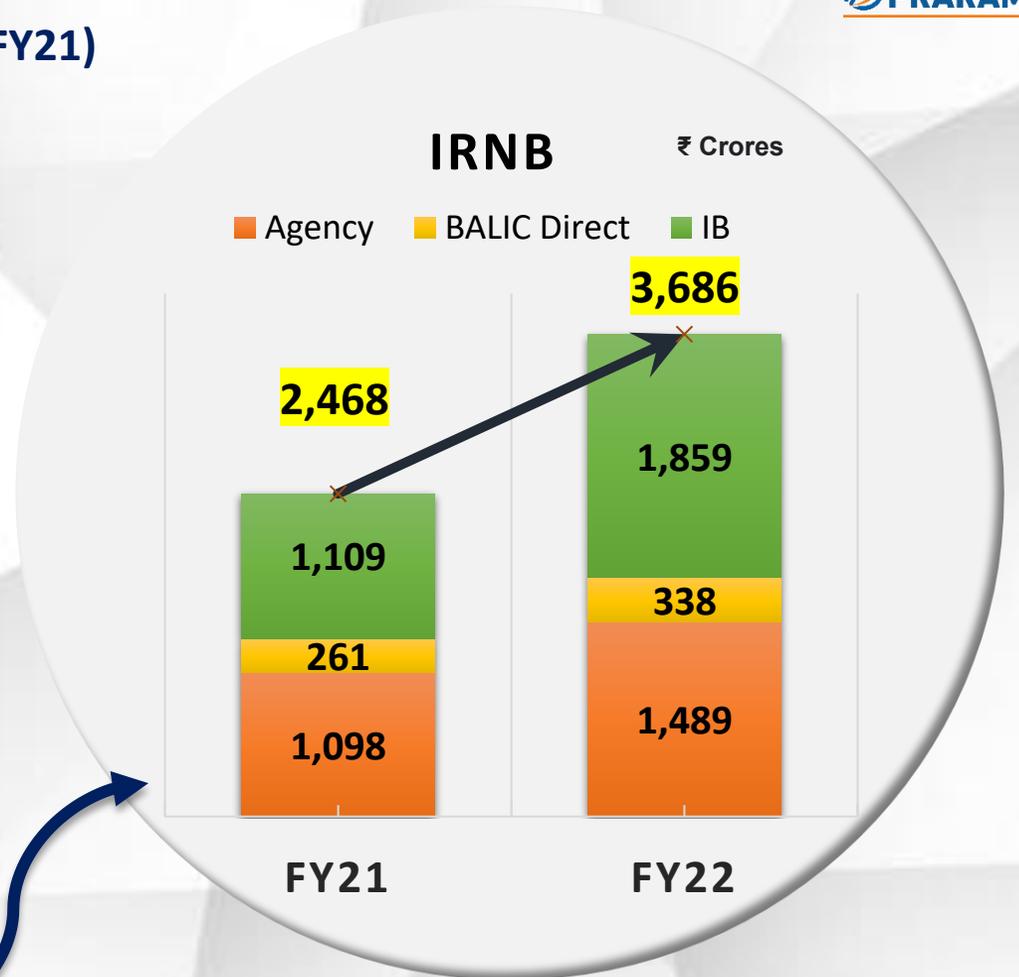
Private



LIC



BALIC



About Bajaj Allianz Life – FY22

Financial Highlights

Solvency Ratio

581%

Total Assets Under Management

88,774 Cr

As on 31st October 2022*



Distribution Strength

Total no. of offices

509

No. of Employees

18,104

No. of Agents

1,13,500

As on 31st October 2022*

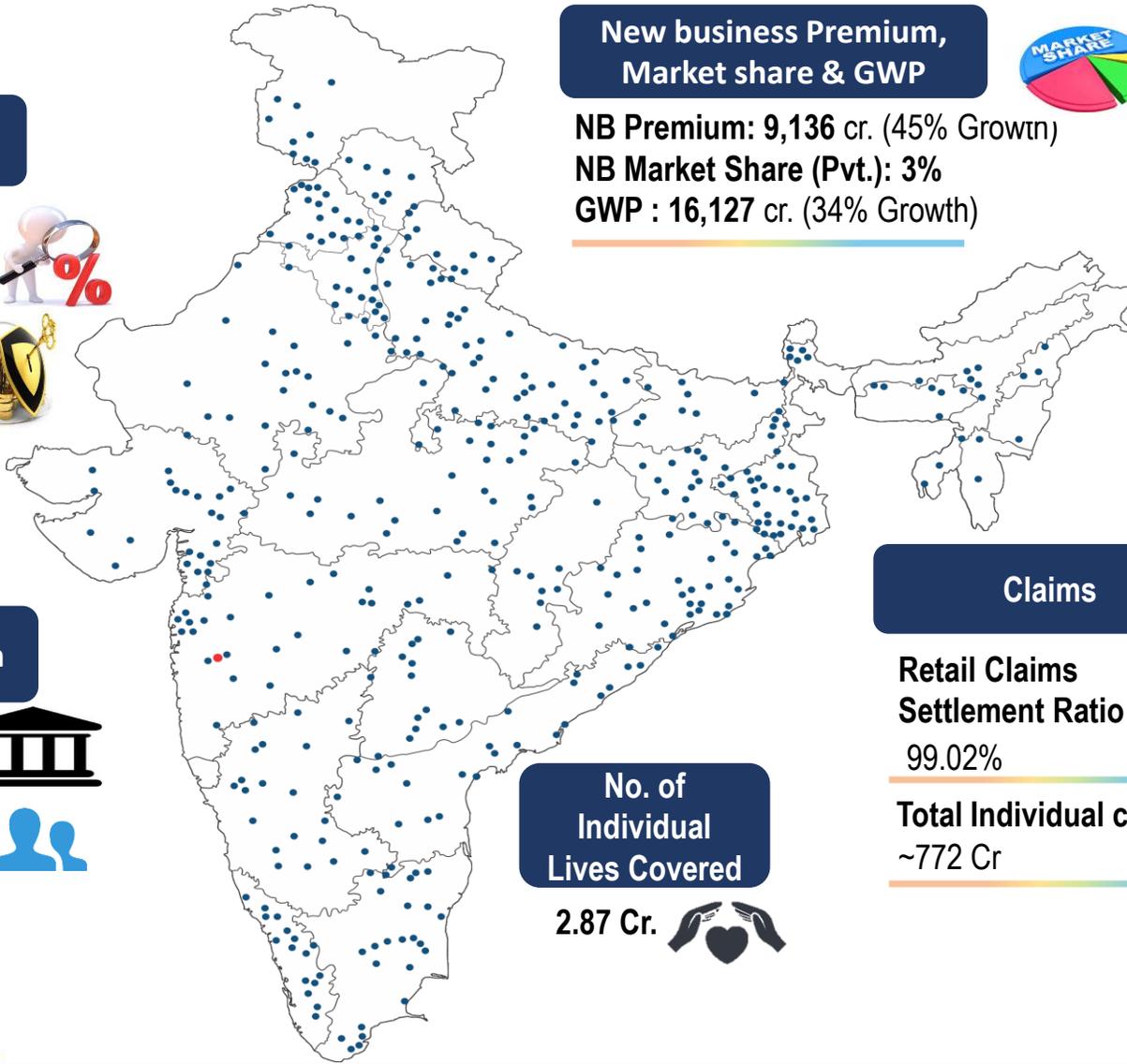


New business Premium, Market share & GWP

NB Premium: 9,136 cr. (45% Growth)

NB Market Share (Pvt.): 3%

GWP : 16,127 cr. (34% Growth)



NBV and NBM

NBV: 621 Cr (72% Growth)

NBM: 14.2% (1.9% abs. growth)



Claims

Retail Claims

Settlement Ratio

99.02%

Total Individual claims paid

~772 Cr



No. of Individual Lives Covered

2.87 Cr.





Individual Claim Settlement Ratio FY- 2021-2022

95.49 of Non Investigative Individual of Claim Approved In one Working Day for FY 2021-22

**1 Day is Counted From Date of Claim Before 3 PM on a Working Day
(Excluding NON-NAV Days for ULIP) At Bajaj Allianz Life Offices**

Expanding Partnership Landscape

Universal Banks



NRI Banks



Small Finance Banks



Payment Banks



Web Aggregators



Co – Operatives



NBFC



Retail Wealth Mgmt.



MFI



RRB



Awards & Accolades...(Continued)

ET BRAND EQUITY SHARK AWARDS 2021
GOLD FOR MARKETING CAMPAIGN DURING COVID-19 FOR #SavingsToLifeGoals

IDC FUTURE ENTERPRISE AWARDS
 SPECIAL AWARD FOR DIGITAL RESILIENCY

GREAT PLACE TO WORK
 AUG 2021 - AUG 2022 INDIA

INSURANCE ASIA AWARDS 2021
 DOMESTIC LIFE INSURER OF THE YEAR - INDIA

IDC FUTURE ENTERPRISE AWARDS
 BEST IN FUTURE OF CUSTOMERS AND CONSUMERS

DIGITAL TECHNOLOGY SENATE AWARD 2021
 ENTERPRISE MOBILITY FOR SMART ASSIST

THE ECONOMIC TIMES 4TH BFSI INNOVATION TRIBE AWARDS & SUMMIT
 DATA INITIATIVE OF THE YEAR

India's No 1 Top Riser Brand

KANTAR BRANDZ 2022 MOST VALUABLE INDIAN BRANDS
 #1 TOP-RISER BRAND

INSURANCE ASIA AWARDS 2021
 INSURANCE INITIATIVE OF THE YEAR - INDIA FOR SMART ASSIST

ASSOCHAM 13TH GLOBAL INSURANCE E-SUMMIT & AWARDS
 HIGHEST GROWTH

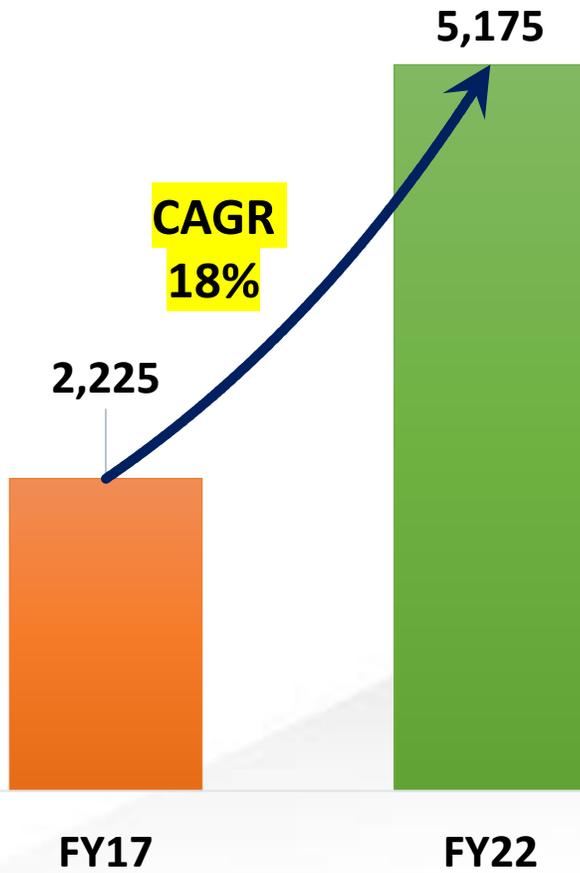
Awards & Accolades (Across categories)



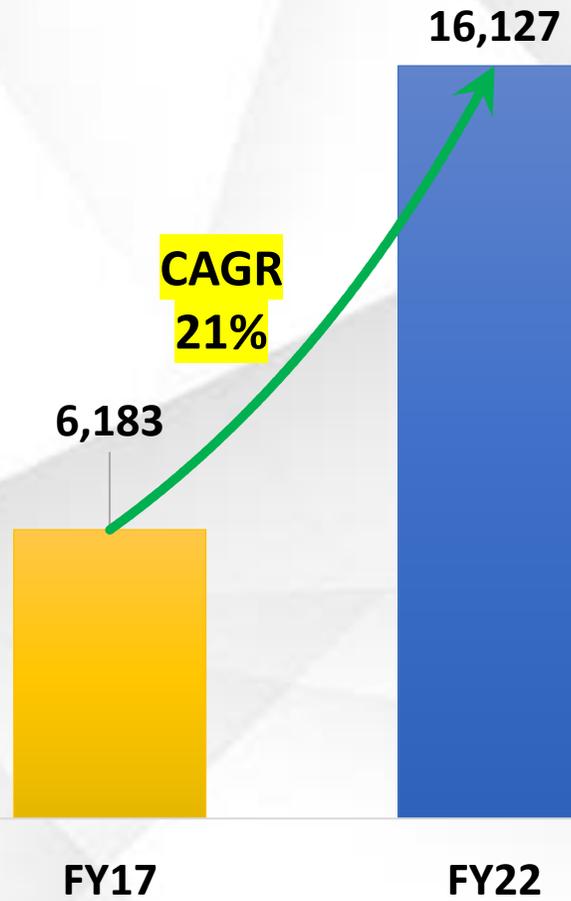
BALIC Performance

₹ Crores

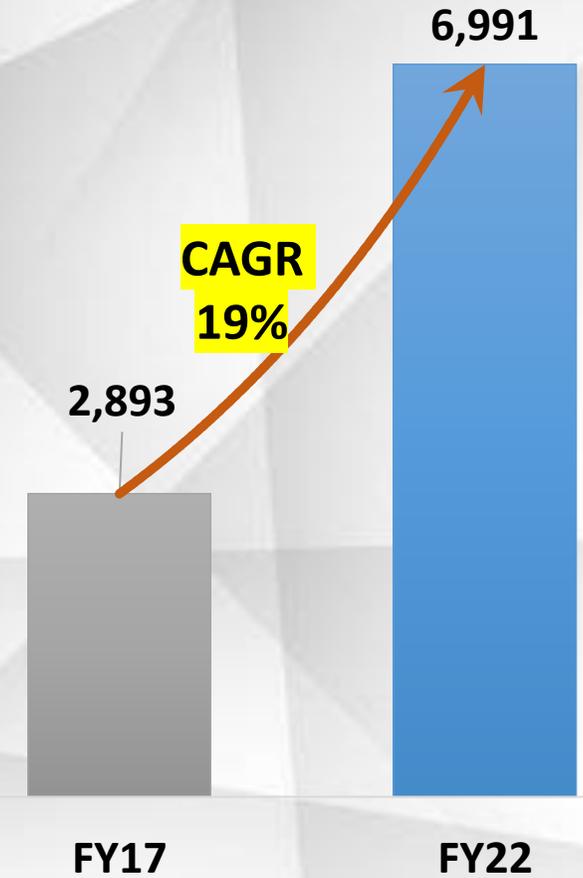
Group NB



Gross Written Premium



Renewals



Achievements FY22

BALIC was the fastest growing company amongst the top 10 private players

BALIC was the fastest growing Agency

IB has outperformed in the Industry with growth coming from existing & new channels

BALIC's Direct channel is the fastest growing in the industry & within a short span we are the 3rd largest

Highest ever GWP (₹16,000+Cr.)

Claim settlement ratio is at 99.02% in FY22

Highest ever AUM (₹88,774 Cr.)

72% growth in New Business Value

Persistency above 80% for 13th Month

BALIC continues to outperform Industry



H1 FY23 Performance

	IRNB Growth	NOP Growth
Industry	19%	13%
Private	21%	12%
LIC	15%	14%
BALIC	51%	38%



BALIC is the 3rd fastest growing company amongst top 10 private players

BALIC is the fastest growing company amongst peer group in terms of NOPs



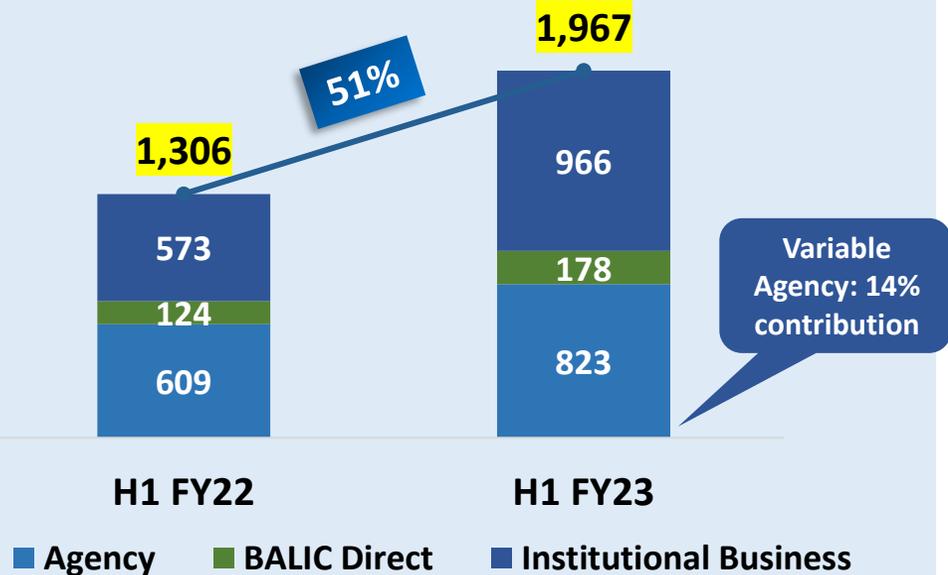
BALIC is the 3rd biggest Agency channel in private players

Business performance – H1 FY23



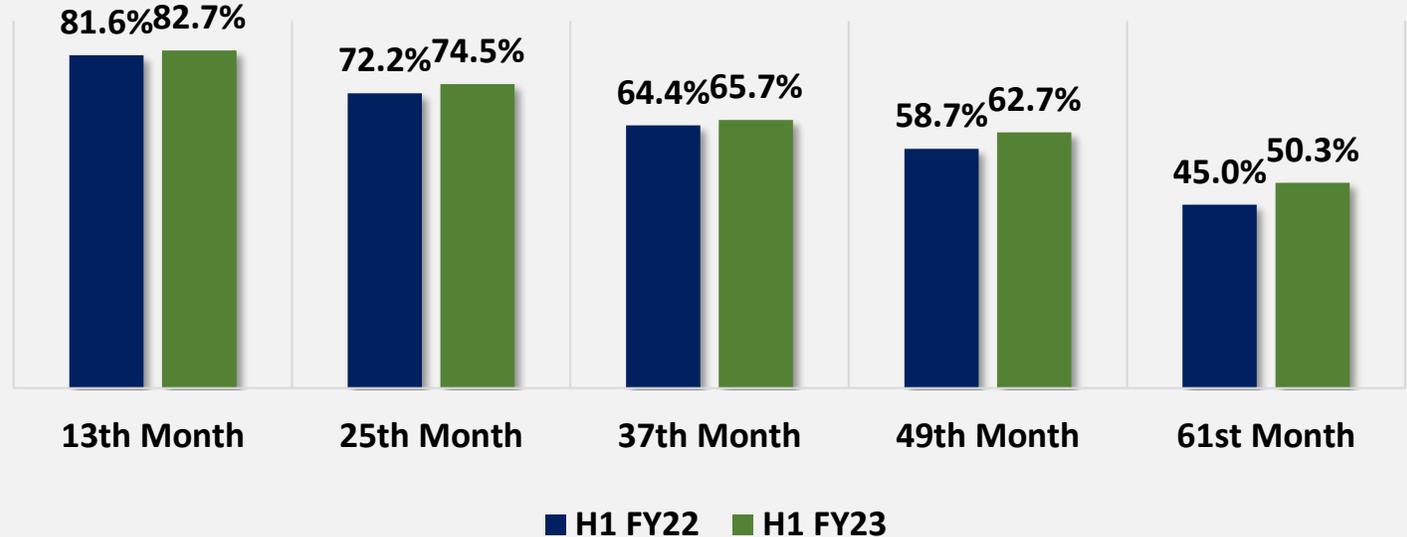
BALIC - Channel wise H1 FY23 Performance

IRNB



Consistent improvement in persistency across cohorts

Persistency



BALIC Department Overview



BALIC

AGENCY

- Agency Sales
- IM Channel
- RPD Channel
- ASO

BALIC DIRECT

- PSF
- Online In House

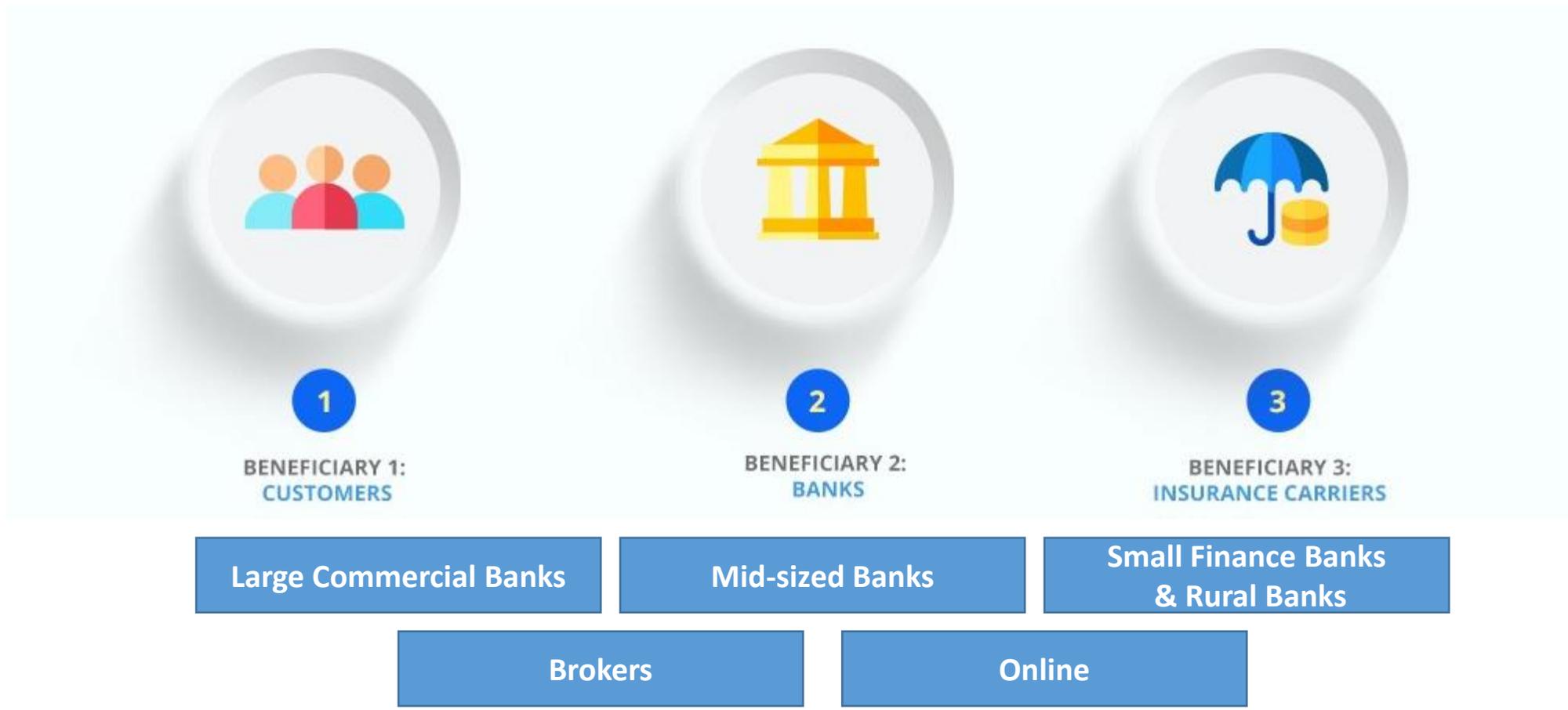
INSTITUTIONAL BUSINESS

- Axis Bank
- Emerging Bancassurance (EB)
- Partnership Distribution (PD)
- IPPB & RRB
- Bandhan Bank
- BFL (Bajaj Finance Ltd.)
- Web Sales
- Group Business: MFI (Micro Finance Institution), CD (Corporate Division)

CENTRAL FUNCTIONS

- Operations
- Human Resources & Admin
- Finance inc. Products
- Analytics
- Actuarial
- Marketing
- Technology
- Investments
- Internal Audit
- Legal, Compliance & FPU

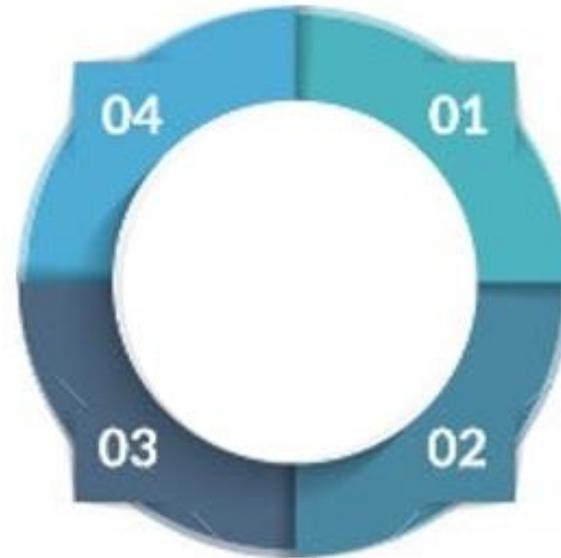
What is Institutional Business?



Institutional Business Overview



3x growth in RM count over the last 2 years



Contributes 45% to BALIC topline, a 3x increase in 4 years

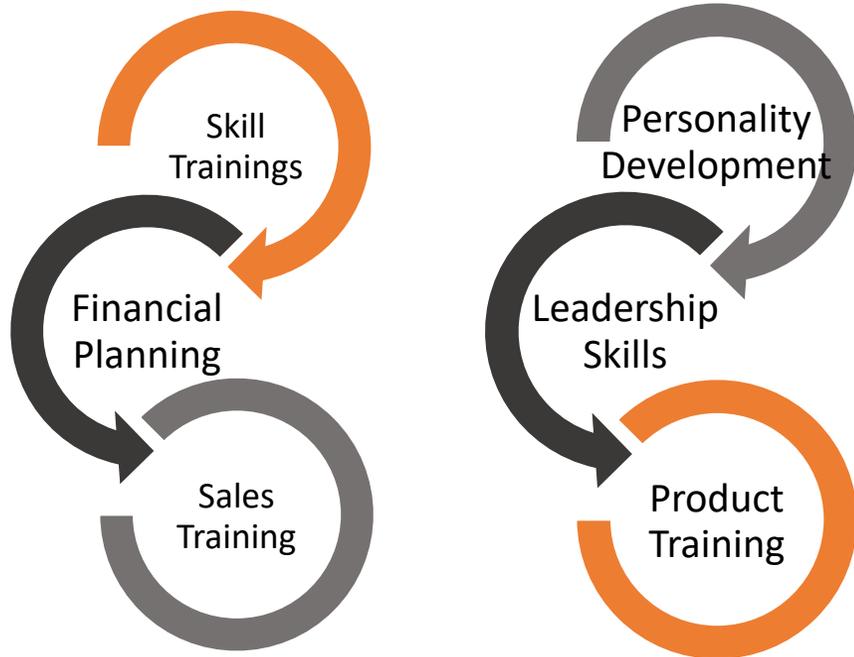
Created a diverse distribution base of 37 partners across banks, SFBs, RRBs, brokers and digital partners

A 79.7% CAGR business creating opportunities across levels

Career Progression Framework – Institutional Business



CAREER



If you have the drive, we have the perfect plan to help you fast track your career to the top



Accelerated Career Plan
Chance to get promoted in 6 months on Target Achievement

LIFE GOALS. DONE.



A day in a Senior Relationship Manager's Life



Drive Business through Branches



Partner Engagement



Claim Settlement



Customer Engagement



Customer Retention



Customer Service



Documentation



Drive Business by new customer meetings



Lead Updation



Skill Development



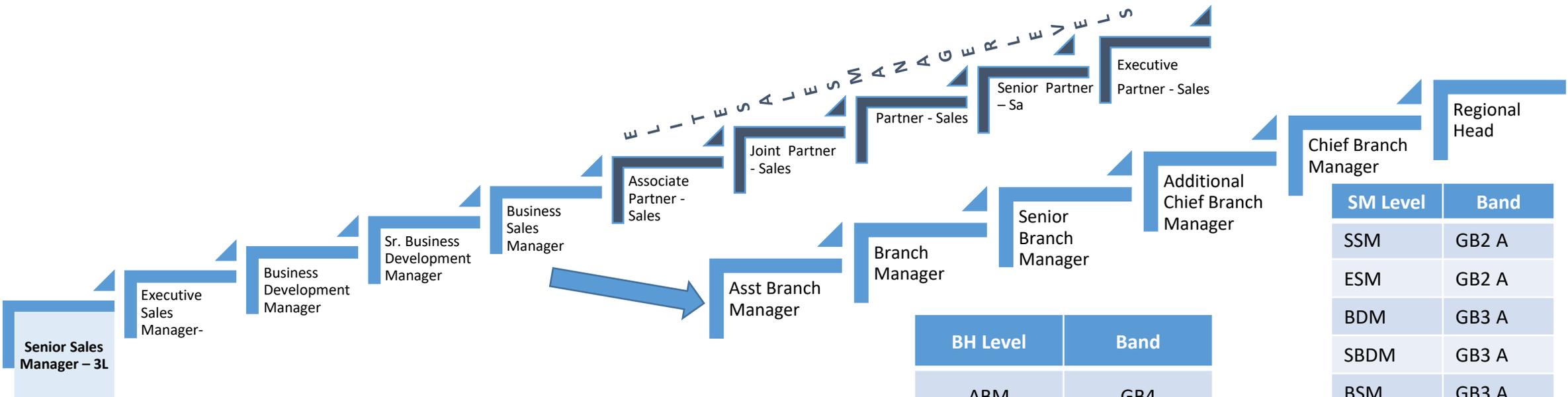
Agency Overview

LIFE GOALS. DONE.



Career Progression

- Guaranteed Level Elevation on achievement of Annual Goal sheet!



After Sr. BDM there is Option to Move to Sales Leadership Role

BH Level	Band
ABM	GB4
BM	GB5
SBM	GB 5
ACBM	GB6 A
CBM	GB6 B

SM Level	Band
SSM	GB2 A
ESM	GB2 A
BDM	GB3 A
SBDM	GB3 A
BSM	GB3 A
APS	GB3 A
JPS	GB3 A
PS	GB3 A
EPS	GB3 A

LIFE GOALS. DONE.



THANK YOU

LIFE GOALS. DONE.

B BAJAJ | Allianz 