

Company Name: ValuEnable Pvt Ltd (A Zerodha backed Insurtech)

Position: ASM – LAS Product

We are seeking an experienced and results-driven Area Sales Manager to be part of our LAS Product sales team. The successful candidate will be responsible for driving sales and expand our distribution channels through strategic partnerships. The typical target segment would be HNI/UHNI, Family offices, PMS & AIFs and distributors like Private Wealth management firms, New-age tech platforms offering alternative investments, and financial advisors.

ASM – LAS Product is required to have,

- Proven track record of achieving sales targets and leading high-performing teams
- Working knowledge of all products under LAS
- Excellent leadership, communication, and interpersonal skills
- Detail orientation for deep understanding of processes at client and our end AND to ensure compliance to multiple regulations governing the products we offer
- ...And above all, a high sense of responsibility and flair for solving customer problems

ASM – LAS Product will be responsible for,

- Develop and execute a comprehensive sales strategy to achieve target-oriented goals and expand our customer base.
- Foster strategic partnerships with key stakeholders, including IFAs, stockbrokers, and PMS teams.
- Meet and exceed sales targets, while maintaining a customer-centric approach.
- Ensure exceptional customer service and resolve customer complaints in a timely and professional manner
- Collaborate with internal teams, including Product, Marketing, and Operations, to ensure aligned sales strategies and effective product positioning

Why Should You Consider Working (In this Role!) With ValuEnable?

- We are a 3.7 year old well-funded and profitable service focused insurtech venture, solving a USD 40 Bn per year customer retention problem for insurers. We work with 8 of the top 10 private Life insurers in the country helping them solve this problem.
- We have been recognized by IRDAI in its first-ever Open House for Insurtech held last year. One of India's most well respected financial institute, Zerodha, is our lead institutional investor through it's fintech investment arm, Rainmatter Fintech Investment
- You will work with significantly senior levels at our partners' end, helping address their specific requirements.
- You will be handling interactions with multiple stakeholders such as business, technology and product teams. You can leverage the experience you already have, we promise your experience will only be enriched!

Eligibility

- Min. 5+ years' experience in LAS product with any Bank/ NBFC/ AMC's or Digital Partners
- Experience in financial services is highly preferred
- Graduate/ MBA or equivalent degree from eminent institution; Financial certifications a huge plus!
- Excellent written and verbal communication skills.

Compensation

- Market Standards

Job Details

- Employment: Full-time
- Head off at Mumbai
- We are looking for candidates located in Mumbai, Pune & Nasik location