



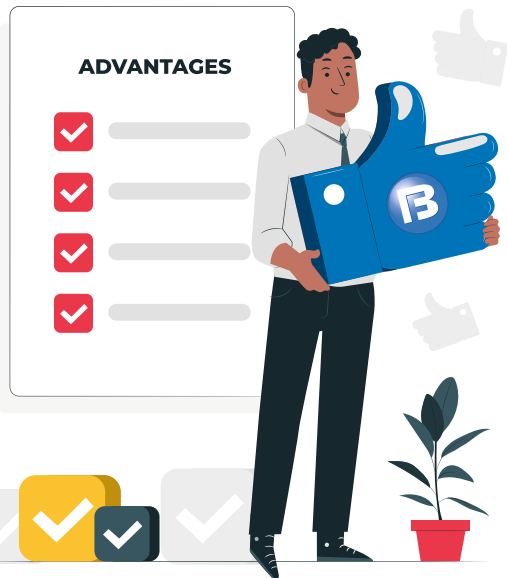
Guaranteed Job Program in  
**INSURANCE SALES**

In partnership with



# Guaranteed Job at Bajaj Allianz Life

upGrad Campus with Bajaj Allianz presents an Insurance Sales Program that will get you **hired from Day 1**.



## What will you get out of this Program

- ✓ Get placed at Bajaj Allianz Life as an Executive Sales Manager
- ✓ Earn 3 LPA right from the start of your training
- ✓ Work with the 2nd largest Insurance Brand in India

## Bajaj Allianz 'Best Place to Work'



Bajaj Allianz was awarded the '**Best place to work**' for the second year in a row



Get **Incentives of 10-15%** - Best in the Market



Among the **Top 5 brands** in the country

## So what are you waiting for?

Just train for 2 months and get a guaranteed job as an Executive Sales Manager!

# All about the Program

Bajaj Allianz Life is one of India leading Life Insurance brands that was recognised as the best place to work for a second time recently this year. Over 18000 employees strong, Bajaj Allianz Life is only looking to grow their teams - and they believe the best fit could be you!

upGrad Campus has partnered with Bajaj Allianz Life and designed a certification program to give you all the right skills to excel in Insurance Sales.

## How it works

Once you join the Certification program you will:



# 01

### Attend 1 month of online sessions

Build a strong foundation in Sales and Insurance

### Train on the job for 1 month

Put your job-ready skills to the test on the job!  
Work at Bajaj Allianz for 1 month.

# 02



# 03

### Become an Executive Sales Manager

On completion of the program, learners get placed directly as Executive Sales Managers at **Bajaj Allianz** with a placement package of 3 LPA.



## It's as easy as

# 1 2 3!

# Course Curriculum Month - 1

01

## Pre-course Test

- Aptitude Test

02

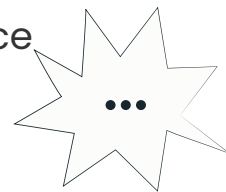
## Setting the Context

- Learning with Upgrad
- Market Potential of Life Insurance in India
- Company Overview
- Your Career at Bajaj Allianz Life

03

## Insurance Concepts

- The Why and How of Insurance
- Getting Acquainted with Insurance
- Components of Policy Contract
- Assessment of Risk in Insurance
- What Happens When the Insured Event Happens?
- Module Level Assessments
- Basics of Financial Planning
- Evaluating The Financial Investments
- Financial Instruments
- Financial Planning



- Making a Financial Plan
- Types of Life Insurance Plans
- Risk-Based Classification
- Unit-Linked Plans
- Introduction to Regulations
- Important Acts and Regulations
- Grievance Redressal Process
- Income Tax Regulations
- Income Tax Regulations Case Study Solution
- Introduction to the Industry
- Insurance Basics
- Finance Basics
- Life Insurance Plans

## 04

### Recruitment Skills

- Role Plays
- Field Activities
- Validations



# 05

## BALIC Products

- Products
- Quiz
- Tax benefits
- BI generation
- Product Story
- Comparison



# 06

## Selling Skills

- Getting Started with Selling Skills
- Stages of Selling Skills-I
- REED ODPEC - Detailing
- Stages of Selling Skills-II
- The Right way to Sell
- Verbal Communication
- Selling and Communication Skills
- Body Language
- Elements of Voice
- Distribution Channels
- Role Plays and Validations



# Course Curriculum Month - 2

## 01

### Introductory Sessions

- Welcome and Introduction to the Branch
- Introduction to All Departments

## 02

### Field Excellence

- Attend Morning Skill Builder
- Attend Morning Meeting
- Red Hours - Calling Prospective IC for Recruitment
- Demonstrate End to End Recruitment Role Play to Mentor
- Demonstrate End to End Sales Role Play to Mentor
- Recruitment Calls/Sales Calls

## 03

### Execution Excellence

- Performance Coaching with Branch Head
- Attend Morning Meeting
- Attend Morning Skill Builder
- Feedback of Field Experience and Objection Handling
- Red Hours - Calling Prospective IC for Recruitment
- Product Story Pitching with Mentor
- Recruitment Calls/Sales Calls



# Why Choose upGrad Campus?



01

## Best Mentors

Learn from top experts with years of experience in the field.

## Curriculum designed for Freshers

Learn from a curriculum that is especially curated for you, and is centred around topics relevant in today's day and age.

02



03

## Immersive Learning Experience

From LIVE Classes, Recorded Sessions, Doubt Resolution Forums to Projects, we ensure 360° learning.

## Peer Assistance

Get support from a strong network of dedicated and like-minded students. Connect with Subject Matter Experts over weekends to solve doubts and have 1 on 1 LIVE sessions with them.

04





## Program Details

Course starts

Please refer to the website  
for program start dates

Fee structure

₹25,000/-

Duration

2 Months

Program hours

250+ Learning hours

For admissions, contact

1800 210 7070

[admissions.campus@upgrad.com](mailto:admissions.campus@upgrad.com)

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**Campus** 

