



ਆਈ. ਕੇ. ਗੁਜਰਾਲ ਪੰਜਾਬ ਟੈਕਨੀਕਲ ਯੂਨੀਵਰਸਿਟੀ ਜਲੰਧਰ, ਕਪੂਰਥਲਾ  
I.K. GUJRAL PUNJAB TECHNICAL UNIVERSITY JALANDHAR, KAPURTHALA  
Office of Corporate Relations & Alumni

Ref. No. IKGPTU/CRA/52.....

Dated. April/02/2024

Directors/Principals  
All the University Campuses, Institutes & Colleges  
Affiliated with IKG PTU

Sub: InsuranceDekho (www.insurancedekho.com) – Joint Campus Placement Drive.

Dear Sir/Madam

I K Gujral Punjab Technical University invite students of its campuses & affiliated colleges to participate in InsuranceDekho – Joint Campus Placement Drive as per the below mentioned details:-

Designation : Relationship Manager (**Details attached**)  
Course/ Stream : UG/PG (Any stream)  
Salary Package : **For UG:-** 2.50 LPA + 20K Retention Bonus + Incentives + Travel allowance  
**For PG:-** 3 LPA + 20 K Retention Bonus + Incentives + Travel Allowance  
Job Location : Delhi NCR  
Batch Eligible : 2024 passing out

Interested students may register at the below mentioned link:-

<https://docs.google.com/forms/d/1kp8ha5Tv3pD4AtUpQOvyq32RHMp4LKHK4CLKzZR6JXI/edit>

You are requested to kindly direct the Training & Placement Coordinator of your campus/department to share the information with the concerned students. **Last date of online registration is April 07, 2024 1400 hrs.**

*Date & Time of the placement drive will be informed later on.*

With profound regards,

  
Er. Navdeepak Sandhu  
Deputy Director (T&P)

**“Propelling Punjab to a prosperous Knowledge Society”**

**I.K. Gujral Punjab Technical University**  
Jalandhar-Kapurthala Highway, Kapurthala -144 603. Phone : 01822-282580, 282549  
**E-mail :** placements@ptu.ac.in **Website :** www.ptu.ac.in

**About the Company:**

Launched in 2016, InsuranceDekho (Cardexho group) is India's leading and fastest-growing Insurtech player. It enables its consumers to compare different insurance policies based on their requirements and offers them the best choices available as per their needs. The company currently has tie-ups with 46+ insurance companies.

At present, it has a partner presence in 1800 + cities and covers more than 98% of pin codes across India. Over the last few months, InsuranceDekho has built an impressive partner ecosystem and plans to onboard 2,00,000 advisors by FY24.

We are backed by Goldman Sachs Asset Management, TVS Capital Funds, Mitsubishi UFJ Financial Group, BNP Paribas Cardif, Ratan Tata and have raised ~\$200 mn within this year. Awarded the "Best in Class Insurtech Startup" by Global Fintech Awards 2022), the company aims to become a partner of choice for consumers, and insurance companies as well as partner intermediaries in the auto, health, general, life, pet, and travel insurance domains.

**Role Title:** Relationship Managers

**Role Overview:** We are seeking a motivated and self driven Relationship Manager to join our team. As a member of the B2B Sales department, you will play a crucial role in handling agents and customer efficiently to achieve monthly targets

**Roles & Responsibilities:**

- Meet potential POSP agents in respective geographical assignments.
- Service the Existing POS to drive sales growth
- Handle Customer Inquiries with a speedy and satisfactory resolution
- Coordinate with the Girnar Insurance HO Team for the smooth execution of the sales process
- Should know the local agent network
- Develop and implement marketing strategies to grow the customer base
- Create offline training and servicing processes for the POSP
- Achieve monthly sales target

**Qualifications:**

- Graduation degree in any stream
- Awareness of Motor & General Insurance
- Experience of 1 year to 3 years from
- Proficiency and fluency in English, Hindi, and any other local language are preferable.

**Note:** This job description is intended to provide a general overview of the responsibilities and qualifications for the Relationship Manager position. Duties and requirements may be subject to change based on the company's needs.