

WE ARE HIRING

JOIN OUR TEAM



We believe in developing careers through varied exposures. It is in our aim to provide growth opportunities for the right talent. In this quest you now have the opportunity to benefit from internal opportunities to grow and contribute.

Junior Executive - Tele Sales

Job Role:

- Conduct outbound calls to prospective customers and effectively pitch insurance products and services.
- Utilize persuasive communication techniques to overcome objections and persuade customers to purchase insurance policies.
- Explain coverage details, terms, and conditions to potential customers, ensuring they have a clear understanding of the products offered.
- Assess customers' insurance needs and provide appropriate recommendations based on their individual circumstances.
- Follow up with leads and maintain regular contact with potential customers to nurture relationships and increase the likelihood of sales conversions.
- Maintain accurate and detailed records of customer interactions, sales activities, and policy details using the company's CRM (Customer Relationship Management) system.
- Adhere to all company policies, procedures, and regulatory requirements, including compliance with insurance regulations and ethical selling practices.

Job Pre-Requisites:

- Completion of A/L examination.
- Proven experience in Tele sales or customer service roles, preferably in the insurance industry.
- Strong communication skills with the ability to articulate complex concepts in a clear and concise manner.
- Persuasive and confident demeanor with the ability to handle objections and rejection professionally.
- Excellent listening skills to understand customer needs and tailor insurance solutions accordingly.
- Proficient in using computer systems, CRM software, and other telecommunication tools. (3CX)
- Results-oriented mindset with a drive to meet and exceed sales targets.
- Strong organizational and time management skills to prioritize tasks and manage a high volume of calls.
- Knowledge of insurance products, policies, and industry regulations is an advantage.
- Good communication skills in English, Sinhala & Tamil.

If you believe you are the right person we are looking for, forward your complete resume together with contact numbers and the names of two non-related referees to reach us within 10 days of this advertisement by email to hr@hnbassurance.com. (State the position applied on the subject line)

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Great
Place
To
Work.

SRI LANKA
2022