

# 25

TWENTY FIVE YEARS  
OF TRUSTED PROTECTION

# HNBlife

## WINGS TO YOUR CAREER

As we rise to new heights, we are looking for passionate people to grow with us, contribute and help shape what comes next.

### Junior Executive / Executive - Credit Line

#### 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 advance level examination.
- Diploma relating to sales/marketing.
- Minimum of 2 or 3 Years' Experience in Sales/ Marketing.
- At least 2 or 3 years' experience in Similar Capacity.

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 [careers@hnblife.lk](mailto:careers@hnblife.lk)

(State the position applied on the subject line)

