

CERTIFICATE IN INSURANCE SALES (CIS)

PROGRAM OBJECTIVE

Insurance is a big opportunity in a country like India with a large population and huge untapped potential. The 41-billion USD Indian life insurance industry is considered to be the fifth largest life insurance market that is growing at a rapid pace.

Today the insurance industry has emerged as one of the largest employment generation industries. With the continued growth and emergence of private insurance companies, the need for qualified, trained and skilled manpower is on the rise. IFBI Sales Academy, a division of Institute of Finance, Banking and Insurance (IFBI), in association with ICICI Prudential, offers CIS program for graduates seeking employment in the insurance industry. The objective of the Certificate in Insurance Sales is to create entry level sales professionals for ICICI Prudential.

ABOUT THE PROGRAM

The program aims to create industry-ready professionals at the entry level who are equipped with the knowledge, skills, selling techniques and attitude required for becoming an effective insurance professional. A modern insurance professional for a modern insurance sector.

PROGRAM DESCRIPTION

Overview of Insurance

This course acquaints the learner with the basic concept and types of insurance within the basic framework of regulations governing or affecting the business. The learner understands the basic principles of risk management and insurance in detail, and also goes through the two main aspects of insurance i.e. underwriting practices and claims administration.

Professional Communication

This course takes the learner through professional communication and customer service by introducing them to various skills that will assist them in solving oral and written communication problems. It also covers topics on time management, goals achievement, working in teams etc. and also enables the individual to create a shared understanding of his or her role in the organization.

Selling Skills & Techniques

Customer acquisition is an integral part of the insurance sector. In fact, it is the first step towards becoming a good insurance professional. In this course, the learner learns and practices the selling skills and best selling techniques that help salespersons close more sales in less time. They learn sales etiquettes with the help of role-plays and see a difference in their approach towards different types of customers and their situations.

ELIGIBILITY CRITERIA AND SELECTION PROCESS

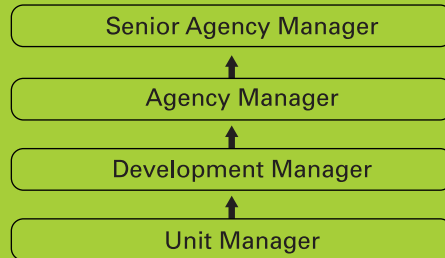
- Qualification: Graduates
- Age: 21 – 30 years of age
- Work Experience: Less than 1 year, freshers can also apply
- Basic knowledge of English and good communication skills in local/regional language

Selection of such candidates who are keen to make a career in sales & marketing will be conducted by IFBI Sales Academy and ICICI Prudential based on tests and interviews.

JOB TITLE AND CAREER GROWTH PATH

Depending on ICICI Prudential vacancies, candidates will be placed as Financial Services Consultants(FSC) or Unit Managers.

Career Growth Graph - Unit Manager



Career Growth Graph - Financial Services Consultant



SALARY STRUCTURE

- ₹1.7 to ₹2.3 lakhs per annum (as per location)
- Business development allowance (as per location)
- Variable incentives (based on performance)

PROGRAM SCHEDULE

- Duration of the training program will be 11 days (8 hrs a day)
- Unique program designed to equip students with necessary knowledge & skills to become superior insurance sales professionals.
- All candidates selected for the program will get an Offer Letter from ICICI Prudential before the start of the program and will be appointed by ICICI Prudential on successful completion of the program, clearing of assessments and other pre-joining processes as defined by ICICI Prudential from time to time.

EVALUATION AND CERTIFICATION

Evaluation instruments during the classroom teaching phase of the program include tests, quizzes, assignments, and project-work. The transcript finally received by the student reflects his/her scores obtained in all the courses.

To qualify for the award of the Program Title, candidates should have scored a minimum of 50% marks in the classroom phase and a minimum attendance of 95%. A joint certificate is awarded to candidates who successfully complete the program.

FEES AND PAYMENT SCHEDULE

The program fee for Certificate in Insurance Sales is

The fee is inclusive of all academic charges, examinations and study material. Payments are to be made to IFBI by cash, cheque or demand draft, in favour of NIIT Institute of Finance Banking and Insurance Training Limited.



Key Partner:

