

About the Organization

Established in 2004, Capsurance (formerly known as NewQuest) has built a solid reputation over nearly two decades as a trusted provider of life and general insurance solutions. With an extensive network and a team of experts boasting nearly six decades of combined experience, we are committed to offering cost-effective insurance options that provide optimal coverage for both individuals and organizations.

As your one-stop insurance partner, we manage everything from employee benefits to commercial and personal risks, ensuring comprehensive protection tailored to your needs. Our goal is to deliver value at every step, fostering stability, profitability, and reliability for our clients, stakeholders, and dedicated employees.

About the Role

Position: Regional Manager **Location:** Mumbai/Delhi

Summary: Reporting to the Head of Sales & Distribution, the ideal candidate will spearhead the sales function for India, driving business growth and revenue targets.

Key Responsibilities

- Possess hands-on knowledge of the general and life insurance value chain, including sales/distribution, claims, placement/pricing, policy audit, etc.
- Be well-networked within the market, with clients at appropriate levels such as Insurance Department Heads, HR Heads, CFOs, CEOs, and Promoters, to generate leads and conversions.
- Have prior experience managing policy audits, along with coverage analysis and in-depth product insights for both General Insurance (GI) and Life Insurance (LI) commercial business.
- Maintain excellent relationships with insurance companies (both public and private) for placement, pricing negotiations, and revenue maximization.
- Focus on renewals, retention, and promptly addressing client issues, both technical and non-technical.
- Demonstrate the ability to interpret financial statements and adhere to the organization's business plan to achieve organizational goals.

Required Experience and Skills:

- Minimum of 10 years of experience in business development.
- Exceptional verbal and written communication skills.
- Excellent interpersonal skills and a problem-solving mindset.