

About the Organization

Established in 2003, 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: Corporate Sales

Location: Delhi

Key Responsibilities

- Minimum **8 years of experience with reputed Insurance Brokers** in the Delhi/NCR/North Region.
- Proven track record with a strong focus on **revenue generation and profitability**.
- Hands-on experience in both **Employee Benefits (EB)** and **Non-Employee Benefits (Non-EB)** business.
- EB product expertise in **GMC, GPA & GTLI**.
- Non-EB product expertise in **Fire, Marine, Engineering, Liability & Miscellaneous Insurance**.
- Strong corporate network with excellent relationship management skills.
- Sound knowledge of insurance product offerings and a proven track record of delivering niche service solutions.
- Extensive experience engaging with **mid-size and large corporate clients at CXO, leadership, and decision-maker levels**.
- Good working experience with both **PSU and Private Insurance Companies**.

Please Note: Candidates with only **Retail or POS Sales** experience will not be considered for this position.

Required Experience and Skills:

- Minimum of 8 years of experience in insurance broking, sales, and business development.
- Exceptional verbal and written communication skills.
- Excellent interpersonal skills and a problem-solver.
- Strong understanding of **commercial insurance products, policy structuring, and regulatory compliance**.
- Proven ability to **drive revenue growth, negotiate pricing, and manage key accounts**.