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Ref: AKTU/DirUIIC/2019/114

Date: 18<sup>th</sup> June' 2019

To  
Directors/Principals  
Colleges affiliated/associated to Dr. APJ Abdul Kalam Technical University  
Lucknow, Uttar Pradesh

**Subject: Regarding Company Apollo Munich (Code C114) Campus Hiring Opportunity for MBA degree from Sales and Marketing branch of 2018/ 2019 passing out batch**

Dear Sir/Ma'am

Please to inform you that as part of Campus Hiring process for MBA degree from Sales and Marketing branch of 2018 & 2019 passing out batch, Company Apollo Munich (Code C114) wish to invite the students of AKTU affiliated colleges for this drive.

Please find invitation and link for the participation of students as per the details attached herewith (Annexure 1). You are requested to kindly go through and encourage the students for registration latest by 20-Jun-2019.

**ERP Link:** [erp.aktu.ac.in](http://erp.aktu.ac.in) (MANDATORY)

**Google registration link:** <https://tinyurl.com/ApolloMunich2018-19>

If you have any concern, please feel free to write at [tnp.aktu@aktu.ac.in](mailto:tnp.aktu@aktu.ac.in)

With warm regards

(Dr. Babita G Kataria)

Director, University- Industry Interface Cell

**Copy to:**

1. Registrar, AKTU Lucknow
2. Finance Officer, AKTU Lucknow
3. Controller of Examination, AKTU Lucknow
4. Dean UGSE, AKTU Lucknow
5. Dean Student Welfare, AKTU Lucknow
6. Media Prabhari, AKTU Lucknow
7. Technical Officer, AKTU Lucknow
8. Staff Officer, Hon'ble Vice Chancellor for kind information

(Dr. Babita G Kataria)

## Campus Placements 2018-2019

### Job Notification Form

#### COMPANY OVERVIEW

Name of the Company	Apollo Munich
Website / Other source of Information	<a href="https://www.apollomunichinsurance.com/">https://www.apollomunichinsurance.com/</a>
Company Type	Service
Brief write-up on the Company (50 to 75 words)	<p>Quality healthcare and Apollo have become synonymous in the Indian subcontinent, a fact reiterated by global healthcare experts and international accreditation bodies. Committed to bringing world-class health care within the reach of every individual, Apollo Hospitals Group has joined hands with Munich Health, a world leader in the field of health insurance.</p> <p>The joint venture is poised to make good the conviction of both the partners that the Indian health insurance market is on the brink of explosive growth. The company offers comprehensive health insurance plans for individuals and their families as well as for corporate houses. The company also offers individual personal accident plans and travel insurance for individuals, families and senior citizens.</p> <p>The company's uncomplicated insurance plans consist of a broad spectrum of products covering healthcare, travel insurance, and personal accident plans, tailored to the needs of individuals and families. The company also caters to large and small corporate groups with customized Group Health Insurance Plans. Apollo Munich Health Insurance has received numerous positive reviews and ratings for its health insurance plans and policies, which have been ranked as the best plans in the health insurance industry by several of India's popular publications such as "The Economic Times" and "The Hindustan Times".</p> <p>The company offers its products through a network well-trained sales partners and directly through its call center, website and in-house sales force. Apollo Munich has been one of the top 100 Great Places to Work five times in a row including 2015. We are seeking highly motivated and talented individuals (m/f) to be associated with us in our Journey and support in achieving our goals and objectives.</p>

#### JOB PROFILE

Job Designation	Assistant Agency Manager/ Channel Sales Officer
Job Description	<p><b><u>Job Description (Key Responsibility Areas)</u></b></p> <ul style="list-style-type: none"> <li>• Establishing, maintaining and growing relationship with the key stakeholders.</li> <li>• Opportunity mapping starting at the branch level and sharing the same with the Team Member</li> <li>• Conducting in- branch training and joint calls to train and convert business</li> <li>• Handling and driving marketing and business promotion campaigns designed at National/Zonal/Regional levels</li> </ul>

	<ul style="list-style-type: none"> <li>• Providing regular and timely updates of various activities and campaigns as per the agreed frequency and formats by the management.</li> <li>• Owning the budgeted sales target for the branch/ branches.</li> <li>• Ensuring and owning 360-degree support on OPS, MIS, Customer Service, and Claim related queries</li> <li>• Following and adhering to the governance plan.</li> <li>• MBA from a business school/University degree from Sales and Marketing.</li> </ul>
Place of Posting	Gurugram
Type of Placement	Full Time
<b>SALARY DETAILS</b>	
Cost to Company (CTC)	Rs. 3.00 LPA Fixed CTC + Performance Incentives (Rs.50000. Can go up Rs.150000) + Reimbursements (Rs.48,000/- Annual).
Training Period	3 Months
Salary / stipend paid during training	8000/ Month
Bond or Service Contract (If Yes, give details)	NA
<b>SELECTION PROCESS</b>	
Shortlist from Resumes	NA
Written Test (Technical / Aptitude)	Yes
Group Discussion	Yes
Personal Interview	Yes
Minimum Number of Offers You intend to make	Approx. 50
Eligible Department and Program	MBA from a business school/University degree from Sales and Marketing 2018/ 2019 batch
Specific Eligibility requirement (Please mention)	<p><b>Competencies:</b></p> <ul style="list-style-type: none"> <li>• Value Based Selling</li> <li>• Target Monitoring</li> <li>• Influencing</li> <li>• Adaptability</li> <li>• Agent Management/Branch Relationship Management</li> <li>• Team Work / Network Planning</li> </ul>
Date & Time of the Drive	3rd week of June 2019
Venue	Yet to finalised
Expected Joining (dd/mm/yyyy)	July 2019