



## From Graduate Trainee to Deputy Manager (Agency Partner Channel)

Recruiting Life Advisors & Agency Partners

Planning & Goal Setting

Coaching & Developing

As a graduate trainee, here is what your initial experience at Kotak Life would look like -

### Own the business:

Set goals and support Agency Partners to achieve consistent performance

### Build the best:

Identify prospective Life Advisors and Agency Partners  
Provide sales and recruitment training  
Be a sales, recruitment and process expert

### Be a mentor:


Provide sales and recruitment training  
Assist Agency Partners through joint field work  
Help in prospecting/ suspecting activity in the field

What you stand to gain...

- ★ Bring out the best in yourself by helping others discover their best
- ★ Build a rewarding career and enrich yourself through constant learning
- ★ Chart out a solid career growth map for yourself and expose yourself to many earning opportunities

# CTC STRUCTURE

## Compensation Package

<b>Fixed Pay</b>	₹2,50,000 ₹14,000 stipend during internship with no incentive
<b>Performance Bonus</b>	 Eligible for incentive as per process
<b>Mediclaim</b>	₹4,00,000 revolving cover for self and 5 dependents after confirmation (includes parents) revolving cover for self and 5 dependents after confirmation (includes parents)
<b>Life Insurance Cover</b>	Equivalent to 1.5 times Fixed Pay
<b>Accidental Death Benefit</b>	Equivalent to Fixed Pay

