ORBITZ™
Financial Services

Orbitz Integrated Business Services Pvt Ltd

ORBITZPAY

FINSERV TECHNOLOGY





ORBITZ is a diversified Financial Business Auxiliary service provider offering a multitude of financial auxiliary services options. The diverse bouquet of financial services which Orbitz offers can be broadly clubbed across three key verticals - Retail, Institutional and Wealth spectrums. The services extend from Life Insurance, General Insurance and Retail Banking products. Orbitz financial services company for all its business structured and being operated through various subsidiaries (Referral Business Consultants). Orbitz has a pan India presence on 30th April 2009.

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Vision:

To build Orbitz as a professionally trusted brand in the financial auxiliary services domain across India. To develop and market the financial services to customers with complete range of document processing products, services and solutions so as to help our customers become more productive. All the employees of the group are guided by an experienced and professional management team that are committed to provide financial care, backed by the core values of diligence, innovation, ambition and passion. Serving as financial business services providers to the companies into different domains.

Mission:

Providing complete financial solutions and services to the customer with care driven by the core values of diligence and transparency.

Brand Essence:

Core brand essence is Diligence and Orbitz is driven by ethical and dynamic processes for wealth creation

Strengths :

Dedicated Teams with expertise, which work across diverse industry verticals. We maintain a high degree of reliability through sensitivity and absolute confidentiality of the clients and their specifications. Evaluation of candidature by Specialized consultants with database, which includes India's gem of professionals. We can provide competitive edge to any organization with our 'Human Touch'. One of our core strengths is building long term relationship with our clients.



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Group Structure - Key Verticals - Integrated Business Service Provider

INSURANCE :

We are provide all Life and General Insurance Companies Pan India.

Life Insurance - All Life Insurance Products

General Insurance - Verticals like MOTOR, HEALTH, SME, AGENCY, and TRAVEL apart from CORPORATE, COMMERCIAL and RURAL BUSINESS

RETAIL BANKING :

Verticals –Dealing with all Nationalised Banks, Private Banks and NBFC's below are the List of Verticals:

- Personal Loans,
- Business Loans,
- Housing Loans,
- SME Loans,
- Project Loans,
- Agriculture Loans,
- Retail & Corporate Loans

FINANCE :

Verticals- Dealing with all Nationalised Banks, Private Banks and NBFC's, Below are the List of Verticals:

- Car Loans
- Commercial Vehicle Finance
- Equipment Finance
- Machinery Finance

REALTY :

we are having Tie up with Realtors ,through them we are Marketing below said Segmants :

- Plots, Flats, Villas Marketing
- Development Agreements
- Venture Capital Funding
- NRI Housing Loans
- Housing Loans -

  Facilitating all types of Loans, The Company has several Housing Hosing Finance schemes Tailor-made for Individuals

  * Construction /Purchase of New Flat/House
  * Extension of Flat/House
  * Purchase of Existing Flat/House
  * Purchase of Plot
  * Repairs/Renovation
  * Purchase of Consumer Durables
  * Mortgage Loans for Personal /Business needs
  * Purchase Loans

Area of Operations:

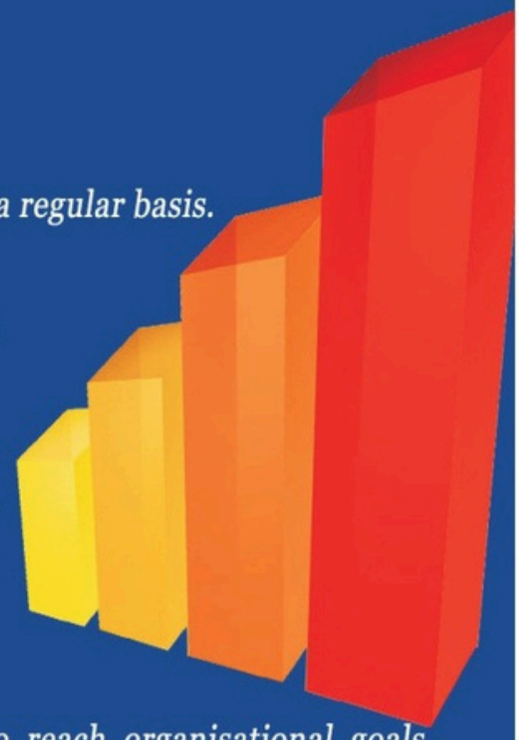
Andhra Pradesh/Gujarat/
Karnataka/Kerala/Maharashtra/
Odisha/Tamilnadu/Telangana

- Responsible for all the functions related to the verticals of all the branches and Regional offices.
- Developing new strategies to increase market renewals and cross sell business across the state.
- Company marketing team size consists of Regional Vertical Heads, Vertical Heads, Area Business Managers, Branch Sales Managers, Customer Support Managers and number of Customer Support Executives and Sales Officers across India.
- Conducting Training Session and Performance review meeting for RVHs, VHs ABMs, BSMs, CSMs, CSEs and SOs.
- Preparing and sending monthly MIS forecasting reports to Management.

Marketing Team - Roles and Responsibilities:

- Resource management depending upon the RBC volumes on a regular basis.
- Creating Sales / Sales Promotion / Sales Admin processes for the region.
- Ensuring that the RBC's implements all the laid down processes down the line meticulously.
- Coordinating with RBC's of all the regions regularly for day to day Leads.
- Coordinating with branches / channel partners under his / her region for increasing the business volume ratio on a periodic basis.
- Conducting regular reviews of all the sales teams for guiding and motivating the team members.
- Monitoring and reviewing the daily, weekly and monthly business performance with the team members.

Functional Flow:



Ongoing in house training for all the Team Members.
Geographically bifurcated Distribution of Database.
Co-ordination with Referral Business Consultants, Consolidators on a regular basis.
Close interactions with all the LOB verticals and location heads.
Update the market trend / IRDA policies towards situation handling.
Maintain the tracking of all the market renewals against renewable.
Ensure the documents are reached perfectly to the Insured on time.
Build strong relationship with customers to ensure the Cross Selling.
Procurement and consolidate database from all the verticals.
Pre & Post Cross Sell Procedures.
Initiate the Cross Sell process in every possible situation.
Equipped Team [marketing / tele-callers / back office support] to reach organisational goals.

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Key Result Areas

Strategic Planning:

* *Establishing corporate goals, short term and long-term budgets and developing business plans for the achievement of these goals.*
* *Active involvement in Business Planning and Analysis for Assessment of Revenue potential in Business Opportunities.*

Sales and Marketing:

* *Developing Marketing Strategies to build consumer preference and Driving volumes.*
* *Evaluating Marketing Budgets periodically including manpower planning initiatives and ensuring adherence to planned expenses.*
* *Providing Direction to Execute Promotions/launches in sync with Regional Characteristics.*

Referral Business Consultants Management:

Identifying and networking with financially strong and reliable agents resulting in deeper market penetration and reach.

Evaluating performance & monitoring distributor sales and marketing activities.

Monitoring agent Sales and Marketing Activities, implementing Effective strategies to Maximize sales.

Product Launches / Promotions:

Devising and implementing marketing activities for successful launching of new products.
Building Brand focus in conduction with operational requirements.
Ensure Maximum Brand visibility and capturing optimum market shares.

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Client Servicing:

* Managing Customer service operations for Rendering and Achieving Quality Services.
* Responsible for resolving customer complaints on Performance Bottlenecks.
* Providing value added customer services by Attending customer Queries and Issues.
* Monitoring the Post Service Activities like follow up with Customers, Service Reminders and Handling Customer Grievances for superior customer service.

Recruitment & Training:

* Planning Resources Requirements in Consultation with Heads of Different Functional and Operation
* Areas and Conducting Selection Interviews.
* Management of the complete Recruitment life cycle for sourcing the best talent from diverse sources after Identification of manpower requirement.
* Conceptualising & developing training & development initiatives for improved productivity, building capability and quality enhancement
* Identifying training needs across levels through mapping of skills required for different roles and analysis of the existing level of competencies.

Team Management:

* Creating & sustaining a dynamic environment that fosters development opportunities & motivates high performance amongst team members
* Co-ordinating activities for the identification of training needs of employees for upgrading their technical and soft skills.
* Planning for organizing & conducting training and development programs, in association with the external/internal trainers and consultants.

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Financial Services

Industries & Services

- IT / BPO
- Stock Broking / Capital Market
- Advertising / Media
- Claim Management
- Fashion Technology
- Electrical / Electronics
- e-Commerce
- Pharma / Biotech / Healthcare
- Education / Admin / HR Services
- Hotels / Resorts
- Restaurants / Food Processing
- Agri Rural Bussiness
- Consumer Durables
- Automobiles
- Jewellery / FMCG & Retail
- Facility Management
- Assests Recovery
- Re-Construction Cell
- Tours & Travels Management
- Oil / Gas / Solar Power

Industries & Services

- Insurance
- Banking
- Finance / Accounts
- Mutual Funds
- Infra / Constructions / Developers
- Interior / Architect Designing
- Realty
- Lending Services
- Legal Advisiory
- Tax - Consulting
- Engineering Works / Mining
- Telecom
- Textiles / Garments
- Fertilizers / Service Sectors
- Corporate Business Advisory
- NGO / Trust / Society
- Welfare Groups
- Chit Fund Services
- Logistics / Shipping / Transport
- Recovery Management

CONTACT US :

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