



Job Ref. No. **HRJIC475**

Position: **Bancassurance Manager, Medical Department**

Jubilee Insurance was established in August 1937, as the first locally incorporated Insurance Company based in Mombasa in 1937. Jubilee Insurance has spread its sphere of influence throughout the region to become the largest Composite insurer in East Africa, handling Life, Pensions, General and Medical Insurance. Today, Jubilee is the number one insurer in East Africa with over 450,000 clients. Jubilee Insurance has a network of offices in Kenya, Uganda, Tanzania, Burundi and Mauritius. It is the only ISO certified insurance group listed on the three East Africa stock exchanges – The Nairobi Securities Exchange (NSE), Dar es Salaam Stock Exchange and Uganda Securities Exchange. Its regional offices are highly rated on leadership, quality and risk management and have been awarded an AA- in Kenya and Uganda, and an A+ in Tanzania. For more information, visit www.JubileeInsurance.com.

We currently have an exciting career opportunity for a **Bancassurance Manager** reporting to the **General Manager, Business Development** the position will be based in Nairobi.

Role Purpose

The position holder will be responsible for sourcing and growing the Bancassurance Business and delivering the set Bancassurance sales budget through development of strong relationships and partnerships.

Responsibilities

1. Management of the Bancassurance Business Distribution Channel so as to ensure the following objectives are met by maintaining production revenue budget through:
 - Increasing the number of Bancassurance Business distribution channel partners
 - Attain product revenue targets
 - Ensure profitability of the relevant channel at appropriate cost levels
2. Design and develop need based products for the assigned market
3. Management of the Bancassurance Business Development Partners Loyalty (incentive) Programs to drive the following business goals: -
 - Number of Bancassurance Business channel partners
 - Achieve Revenue targets
 - Manage Bancassurance Business support levels
 - Come up with and implement incentive programs to realize the loyalty of partners
 - Provide Training support for Bancassurance Business distribution channel partners
4. Managing an efficient sales cycle (sales pipeline) and value based service cycle through use of Product Bundling to drive the following business goals for Bancassurance Business distribution channel: -
 - Identify Banks' Target customer and other channels
 - Meeting to determine various Bank's Clientele needs
 - Timely proposal and quotation submission
 - Client acquisition through the Jubilee ROs and Bank's Sales Team.
5. Liaising with support functions to follow up on client queries and complaints and resolution therein
6. Ensure that proper management of accurate, quality and timely business reports from the Bancassurance Business Distribution Channel and use these to compile channel reports for review by the General Manager, Business Development
7. Gather intelligence on competitor activity/industry and advise the General Manager, Business Development on opportunities/threats that are presented by such activities.
8. Regularly report the performance of Bancassurance Channel in accordance with applicable structures and ensure the section is fully aligned with the rest of the department by building effective teamwork within the section and with other departments (i.e. Documented Bancassurance Channel processes and SLA's with various Banks & Departments)

Key Competencies

1. Entrepreneur Spirit
2. Market Awareness
3. Customer Focus
4. Ownership & Commitment
5. Team Spirit

Functional Skills

1. Excellent communication and interpersonal skills
2. Time management skills
3. Good negotiation skills

4. Market intelligence and business development skills
5. Business planning and implementation
6. Market Operation with good understanding of retail/SME market
7. Industry research to identify trendsetter ideas.
8. Excellent networking skills within the banking/insurance sector and industry intermediaries

Qualifications

1. A business related degree from recognized university
2. Professional insurance certificates/ diplomas/ advanced diploma

Relevant Experience

Minimum of two years' experience in a similar role

**Applications to be sent to Recruitment@jubileekenya.com quoting the Job Reference Number and Designation given above before 17th May 2019.
Only shortlisted candidates will be contacted.**