



Job Ref. No: JLIL194

Position: Manager – Business Development

Jubilee Insurance was established in August 1937, as the first locally incorporated Insurance Company based in Mombasa. 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 **Manager – Business Development** within **Jubilee Life Insurance Limited**. The position holder will report to the **General Manager – Retail Life & Pensions** and will be based at Head Office in Nairobi.

Role Purpose

The role holder is responsible for leading and driving business growth initiatives, identifying new opportunities, and fostering client relationships within the retail life and pensions sector. This role focuses on managing a team of business development officers, achieving business development targets, and contributing to the overall growth and success of the organization.

Main Responsibilities

Strategic

1. Develop and implement a strategic business development plan to expand the organization's market presence within the retail pensions sector.
2. Identify and evaluate new business opportunities, including potential partnerships, mergers, or acquisitions to enhance the organization's capabilities and market positioning.
3. Conduct market analysis and stay updated on industry trends, competitor activities, and regulatory changes to identify strategic opportunities and potential risks.
4. Collaborate with senior management to set strategic goals and targets for the business development team, aligning them with the organization's overall business objectives.
5. Monitor industry developments, regulatory changes, and emerging trends affecting retail life and pensions.
6. Provide insights and recommendations to senior management on product development, pricing strategies, and market positioning.

Operational

1. Marketing & Branding:
 - Provide training, support, and marketing materials to intermediaries to promote the organization's retail pensions products and services.
2. Client Acquisition and Relationship Management:
 - Identify and engage potential clients within the retail pensions sector, leveraging existing networks and developing new leads.
 - Build and maintain strong relationships with key clients, understanding their needs and providing tailored solutions.
 - Oversee the development of client presentations, negotiations, and proposal development to secure new business opportunities.
 - Collaborate with the team to ensure effective client onboarding and seamless handover to the account management team.
3. Business Growth and Revenue Generation:
 - Develop and execute strategies to achieve business development targets and revenue growth.
 - Identify cross-selling and upselling opportunities within existing client portfolios.
 - Collaborate with product development teams to identify and develop new offerings that align with client needs.
 - Monitor sales performance, track progress against targets, and provide regular reports to senior management.
4. Relationship Management with Intermediaries and Partners:
 - Develop and maintain relationships with intermediaries, brokers, and strategic partners.
 - Collaborate with intermediaries to identify joint business opportunities and develop mutually beneficial partnerships.

Corporate Governance

1. Adhere to regulatory requirements and internal policies, ensuring compliance in all aspects.
2. Implement and uphold robust data protection and privacy practices, safeguarding customer information and ensuring confidentiality.
3. Participate in audits and internal control assessments, addressing any identified gaps or issues promptly.
4. Compliance: Stay updated with insurance regulations and underwriting best practices to ensure compliance with industry standards
5. Adherence to the laws and regulations of Kenya, the policies and regulations within the insurance industry and all internal company policies and procedures.

Leadership & Culture

1. Lead and manage a team of business development officers, providing guidance, coaching, and performance feedback.
2. Fostering a corporate culture that promotes ethical practices and good retail citizenship while maintaining a conducive work environment.
3. Collaborate with cross-functional teams to develop initiatives that promote a positive and inclusive company culture.
4. Individualized Development Planning: Create personalized development plans that align with your career aspirations and the organization's objectives.
5. Monitor team performance, track progress against targets, and provide regular reports to senior management.

Key Competencies

1. Business Development Acumen: Strong understanding of business development principles, strategies, and tactics within the retail life and pensions sector. Proven track record in identifying and converting new business opportunities.
2. Relationship Building: Excellent interpersonal skills to build and maintain strong relationships with clients, intermediaries, and strategic partners.
3. Strategic Thinking: A strategic mindset with the ability to analyse market trends, competitor activities, and regulatory changes to identify strategic business opportunities and risks.
4. Market Research and Analysis: Proficiency in conducting market research and analysis to identify target markets, customer segments, and industry trends.
5. Excellent verbal and written communication skills, including the ability to deliver compelling presentations, negotiate contracts, and articulate complex concepts to clients and stakeholders.
6. Results Orientation: A results-driven mindset with a focus on achieving business development targets and driving revenue growth.
7. Financial Understanding: Sound financial knowledge, including an understanding of retail life and pensions products, pricing strategies, and financial metrics.

Qualifications

1. Bachelor's degree in Insurance, Finance, Business, Marketing or any other related course
2. Diploma in Insurance
3. LOMA/CII/IIK Qualification
4. Masters' will be an added advantage.

Relevant Experience

1. Minimum 6-7 years' experience in a similar role, with 2 years in a leadership role.
2. In-depth knowledge of retail life and pensions products, policies, and regulations.
3. Proven track record of successfully implementing strategic initiatives and driving process improvements.

If you are qualified and seeking an exciting new challenge, please apply via Recruitment@jubileekenya.com quoting the Job Reference Number and Position by Sunday, 7th January 2024.
Only shortlisted candidates will be contacted.