



Job Ref. No: JHIL107

Position: Regional Bancassurance Managers

Region: Nairobi, Central, Rift Valley, Western, Coast

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 1M+ 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 **Regional Bancassurance Managers** within **Jubilee Health Insurance Limited**. The position holder will report to the **Head of Bancassurance & Digital Channels** and will be based at our branches within Nairobi, Central, Rift Valley, Western and Coast Regions.

Role Purpose

The job holders will be obliged to deliver their respective regional bancassurance month-on-month and yearly revenue budgets.

Main Responsibilities

Operational

1. Ensure achievement of sustainable growth of the assigned region to meet the set revenue objectives.
2. Plan and co-ordinate health Insurance sales activation programs organized by Banks, Regional or Branch management in conjunction with the Bancassurance Manager
3. Monitor the activities of Bancassurance sales officers through daily reports and align the activities including prospecting quotations, branch visits and trainings to the desired revenue objectives.
4. Lead effective training of sales code of conduct, health insurance products, AML and keep the record of attendance.
5. To assist bancassurance sales officers in the allocated region to produce health insurance businesses acceptable to Jubilee Health Insurance and ensure that such officers meet their individual quotas of new business and renewal production regularly.
6. Attain the set persistency targets of the existing health insurance portfolio through coordination with operations team and bank partners by ensuring timely renewals and collection of premiums.
7. Excellent relationship management of key bank partners including Regional Sales Managers, Assistant Sales Managers, Branch Managers, Bancassurance officers among others.
8. Ensure adequacy of marketing merchandise, product brochures and application forms at branches.
9. Prepare and share daily reports of regional business performance as per Key Performance Indicators Matrixes
10. Champion the delivery of consistent, seamless, and trusted customer service to ensure customer retention and loyalty.
11. Ensure complaint resolution within the approved TAT through coordination with Bancassurance team and bank partners.
12. Ensure compliance to Jubilee Health Insurance and the allocated Bank's policies, procedures, and regulatory requirements.

Key Competencies

1. Sales and Marketing Skills
2. Strong interpersonal skills to build and maintain relationships with bank partners, agents, and customers.
3. In-depth understanding of health insurance products, including coverage options, benefits, and exclusions.
4. Capability to provide training and support to bank staff and agents on selling health insurance products.
5. Compliance and Regulatory Knowledge.
6. Analytical Skills: Ability to analyze sales data, performance metrics, and market trends to identify opportunities for growth and improvement.
7. Strong leadership skills to motivate and guide a team of sales representatives and agents towards achieving sales targets.
8. Ability to adapt to changing market conditions, customer preferences, and organizational priorities.
9. Customer focus.
10. Problem solving skills.
11. Ethical conduct, ensuring transparency and fairness in interactions with customers and partners.

Qualifications

1. University degree from an institution recognized by Commission for Higher Education
2. AIIK Diploma / CII Diploma or any insurance related qualification is an added advantage.
3. Experience in Bancassurance will be an added advantage.

Relevant Experience

3 years minimum in Health insurance Sales Management at a supervisory level or above.

If you are qualified and seeking an exciting new challenge, please apply via Recruitment@jubileekenya.com quoting the Job Reference Number, Position and Preferred Region (Nairobi, Central, Rift Valley, Western, Coast) by 18th February 2024

Only shortlisted candidates will be contacted.