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**Job Ref. No:** JHIL136

**Position:** Business Development Manager, Corporate Business

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Jubilee Insurance was established in August 1937 as the first locally incorporated insurance company based in Mombasa. Over the years, Jubilee Insurance has expanded its reach throughout the region, becoming the largest composite insurer in East Africa, offering Life, Pensions, General, and Medical Insurance. With a client base of over 1.9 million, Jubilee stands as the number one insurer in East Africa. We operate a network of offices in Kenya, Uganda, Tanzania, and Burundi, and we are the only ISO-certified insurance group listed on the three East African stock exchanges – The Nairobi Securities Exchange (NSE), Dar es Salaam Stock Exchange, and Uganda Securities Exchange. For more information, visit [www.JubileeInsurance.com](http://www.JubileeInsurance.com).

We currently have an exciting career opportunity for a **Business Development Manager, Corporate Business** within Jubilee Health Insurance Limited. The position holder will report to the **General Manager, Corporate Strategic Partnerships & IPMI** and will be based at our Head Office in Nairobi.

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### **Role Purpose**

The job holder will be responsible for managing and overseeing the new corporate insurance portfolio within an organization on from the agency and direct business. The role involves developing and implementing insurance strategies, analysing risks, negotiating insurance contracts, and ensuring compliance with insurance policies and regulations.

### **Key Responsibilities**

#### **1. Strategy**

- I. **Business Growth Strategy:** Develop and implement a comprehensive business growth strategy for the corporate insurance business, aligned with the organization's objectives and target market. This includes identifying new business opportunities, market segments, and potential clients to expand the organization's corporate insurance portfolio.
- II. **Market Analysis:** Conduct market research and analysis to identify industry trends, competitor strategies, and client needs within the corporate insurance sector. Use this information to assess market potential, identify gaps, and develop strategies to position the organization as a preferred provider of corporate insurance solutions.

#### **2. Operational**

- I. **Sales and Revenue Generation:** Lead the sales process for corporate insurance products, working closely with the team to generate leads, manage the sales pipeline, and close deals. Develop and implement effective sales strategies, including pricing models, sales campaigns, and incentive programs, to drive revenue growth and achieve sales targets.
- II. **Client Acquisition and Relationship Management:** Identify and target potential clients for the organization's corporate insurance offerings. Build and maintain strong relationships with corporate clients, understanding their insurance needs and tailoring solutions to meet their specific requirements. Collaborate with internal teams to ensure effective client onboarding and provide ongoing support.

#### **3. Corporate Governance**

- I. **Compliance and Risk Management:** Ensure compliance with regulatory requirements, internal policies, and industry best practices related to corporate insurance. Develop and implement risk management strategies to mitigate potential risks and ensure adherence to ethical standards.
- II. **Policy and Procedure Development:** Contribute to the development and enhancement of policies and procedures related to corporate insurance business activities. Ensure that policies and procedures align with regulatory requirements and support the organization's corporate governance framework.

**Laws, Regulations, Company Policies:** Stay informed about and strictly adhering to all external laws, including Anti-Money Laundering (AML) and Counter Financing of Terrorism (CFT) laws, Data Protection laws, and any other relevant regulations applicable in the insurance industry; Understand, implement, and enforce internal company policies, processes and procedures; Ensure that operational compliance programs are in place within your



department. Implement processes and controls that promote compliance with external laws, regulations, and internal policies; Foster a robust ethical culture within the organization, demonstrating and promoting ethical behaviour, integrity, and compliance with laws and regulations. Encourage open communication and reporting of any potential compliance concerns or violations.

### **Key Skills and Competencies**

1. Business Acumen
2. Results Orientation
3. Communication and Influence
4. Leadership and Team Management
5. Adaptability and Agility
6. Ethical Conduct

### **Academic Qualifications**

1. A Bachelor's degree in a Business-related course
2. Insurance Professional qualification ACII/IIK

### **Relevant Experience**

A minimum of 7 years of work experience in business development or sales, with at least 4 years focused on corporate accounts in the insurance or healthcare sector with a strong understanding of medical insurance products, corporate healthcare solutions, and industry practices.

**If you are qualified and seeking an exciting new challenge, please apply via [Recruitment@jubileekenya.com](mailto:Recruitment@jubileekenya.com) quoting the Job Reference Number and Position by 13<sup>th</sup> December 2024**

**Only shortlisted candidates will be contacted.**