

Job Ref. No: JHIL 153

Position: Assistant Manager – Strategic Partnerships

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 1.9 million 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 an **Assistant Manager – Strategic Partnerships** 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.

Role Purpose

The role holder will be responsible for driving the growth and expansion of our business through strategic alliances. This role will be instrumental in identifying, developing, and managing partnerships that enhance our market position, drive revenue growth, and improve customer experience. This role will focus on identifying, negotiating, and managing strategic partnerships that enhancing accessibility, and market expansion for our medical insurance products.

Main Responsibilities

Strategy

1. Develop and execute a strategic plan to establish and enhance strategic partnerships for the business.
2. Identify potential partners, assess partnership opportunities, and negotiate agreements that align with the Company's objectives and drive business growth.
3. Drive innovation in health insurance offerings through collaborations and digital transformation.
4. Conduct market research and analysis to identify market trends, customer needs, and competitive landscape in the Insurance sector. Use this information to develop strategies for positioning the organization as a preferred provider of Medical Insurance solutions and expanding market reach.
5. Leverage partnerships to unlock new revenue streams, increase policy sales, and expand into untapped market segments through innovative distribution channels.

Operational

1. Manage and nurture existing strategic partnerships with insurance providers, brokers, medical providers, and other relevant stakeholders.
2. Collaborate with partners to develop joint marketing initiatives, sales programs, and service enhancements to drive customer acquisition and retention.
3. Work closely with cross-functional teams to identify market needs and develop innovative products and solutions.
4. Work closely with internal teams to integrate partnership-driven solutions into company operations.

Corporate Governance

1. Compliance and Risk Management: Ensure compliance with regulatory requirements and industry standards in the Insurance business. Implement risk management strategies and internal controls to mitigate risks associated with partnership activities and ensure ethical conduct.
2. Contract Negotiation: Lead contract negotiations with strategic partners, ensuring favorable terms and conditions that protect the organization's interests and support the achievement of business objectives.

Leadership & Culture

1. Team Leadership and Development: Provide leadership and guidance to the strategic partnerships team, fostering a culture of collaboration, innovation, and high performance. Set clear goals, provide coaching and mentorship, and promote professional development opportunities.
2. Collaboration and Relationship Building: Build strong relationships with internal stakeholders and cross-functional teams to facilitate effective collaboration and alignment. Foster a culture of partnership and teamwork within the organization.

Laws, Regulations, Company Policies

1. 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 to your industry.
2. Understand, implement, and enforce internal company policies, processes, and procedures; Ensure that operational compliance programs are in place within your department.
3. Develop and implement processes and controls that promote compliance with external laws, regulations, and internal policies.
4. Foster a robust ethical culture within the organization, Lead by example, demonstrating and promoting ethical behavior, integrity, and compliance with laws and regulations.
5. Encourage open communication and reporting of any potential compliance concerns or violations.

Key skills and Competencies

1. Partnership Development: Strong skills in identifying, evaluating, and negotiating strategic partnerships in the insurance industry, specifically in the IPMI segment.
2. Market Analysis: Proficient in conducting market research, analyzing market trends, and identifying opportunities for partnership development and product innovation.
3. Relationship Management: Excellent interpersonal and relationship-building skills to foster strong partnerships with insurance providers, brokers, medical providers, and other stakeholders.
4. Strong negotiation, stakeholder management,

Key Performance Indicators

1. Growth in premium generated through strategic partnerships.
2. Number and quality of new partnerships established.
3. Customer acquisition and engagement metrics from partnership-driven channels.
4. Operational efficiency and integration success of digital partnership solutions.

Academic and Professional Qualifications

1. Bachelor's degree in business administration, Marketing, Finance, Insurance, Technology, or a related field.
2. A master's degree (MBA) is an added advantage.
3. Professional certifications in Insurance

Relevant Experience

At least seven (7 years of experience in a similar role with proven ability to develop and execute partnership strategies that drive business growth. Experience in digital transformation and Insurtech collaborations will be a plus.

If you are qualified and seeking an exciting new challenge, please apply via Recruitment@jubileekenya.com quoting the Job Reference Number and Position by 27th February 2025. Only shortlisted candidates will be contacted.