



Job Ref. No: JHIL184

Position: General Manager, Corporate New Business

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.

We currently have an exciting career opportunity for the role of **General Manager, Corporate New Business**, Jubilee Health Insurance Limited (JHIL). The position holder will report to the Chief Executive Officer.

Role Purpose

The General Manager, Corporate New Business is a senior executive leadership role responsible for driving growth across corporate medical insurance, strategic partnerships, emerging consumer segments, and International Private Medical Insurance (IPMI). Reporting directly to the Chief Executive Officer, the GM leads the corporate new business strategy, manages key intermediary and broker relationships, and delivers tailored, client-centric health insurance solutions that accelerate Gross Written Premium (GWP) growth. This role calls for a results-oriented, commercially savvy leader with extensive experience in the insurance industry, a strong network of corporate clients, and a proven ability to turn strategic opportunities into sustainable revenue streams. The ideal candidate will embody a solution focused sales approach and a passion for unlocking high-value accounts while delivering business development excellence.

Main Responsibilities

1. Strategy

- I. Drive the new corporate business growth agenda, with direct accountability for delivering Gross Written Premium (GWP) budgets across all corporate segments.
- II. Lead the design and execution of a bold, forward-looking business development strategy focused on high-value client acquisition, sector dominance, and long-term revenue scalability.
- III. Identify and unlock new growth corridors, including underserved sectors, regional expansions, and strategic verticals through proactive market mapping and opportunity sizing.
- IV. Develop and manage a robust, high-conversion sales pipeline that aligns with the company's commercial objectives and market potential.
- V. Build and implement go-to-market plans that integrate value-based selling, solution bundling, and sector-specific propositions to win competitive tenders and negotiated contracts.
- VI. Represent the company at high-level industry engagements, client pitches, and commercial forums to position the organization as a trusted thought leader and preferred partner for corporate health insurance.
- VII. Integrate business intelligence, competitor analysis, and market trends into strategic sales planning and product positioning.

2. Operational

- I. Translate strategic growth plans into actionable execution frameworks, ensuring full alignment across sales planning, broker engagement, and corporate client acquisition cycles.
- II. Establish and continuously refine end-to-end new business processes from lead generation, client engagement, proposal development, contracting, onboarding, to handover for retention ensuring seamless and high-quality delivery.
- III. Coordinate with cross-functional teams to ensure timely customization and delivery of client-ready proposals, ensuring accuracy, speed, and compliance.
- IV. Oversee the preparation and submission of all RFPs, RFQs, and tender documentation, ensuring excellence in presentation, positioning, and competitiveness.
- V. Embed a performance-driven culture by introducing and institutionalizing KPIs, SLAs, dashboards, and reporting routines across the new business function.



3. Corporate Governance

- I. Ensure all sales, partnership, and distribution activities are conducted in compliance with insurance regulations, data protection laws, and internal governance standards.
- II. Lead the negotiation, review, and management of contracts and commercial agreements with brokers and strategic partners.
- III. Uphold ethical business practices, ensure adherence to internal controls, and actively manage commercial and reputational risks.

4. Leadership & Culture

- I. Lead, mentor, and develop a high-performing team focused on commercial excellence, relationship management, and client-centricity.
- II. Foster a culture of agility, innovation, collaboration, and accountability across the team.
- III. Serve as an ambassador for the company's brand and values, both internally and externally, with clients, regulators, and partners.
- IV. Encourage performance-driven leadership, and alignment with the company's strategic goals.

5. Jubilee Health Brand

- I. Serve as a visible ambassador for the Jubilee Health brand by championing innovative, client-focused solutions and strategic partnerships that reinforce our position as a leader in corporate medical insurance.
- II. Represent the organization in industry forums, business networks, and strategic engagements to strengthen brand visibility and influence in the corporate health insurance space.
- III. Uphold and promote the company's value proposition of trust, excellence, and partnership to clients, intermediaries, regulators, and other key stakeholders.

Key Competencies

1. Strategic Thinking & Visioning
2. Leadership & People Development
3. Results Orientation & Accountability
4. Stakeholder Influence & Relationship Management
5. Agility & Change Leadership

Academic & Professional Qualifications

1. Bachelor's degree in business, Marketing, Insurance, or a related field.
2. MBA preferred.
3. Professional insurance qualifications (e.g., ACII, AIIK) required.

Relevant Experience

Minimum of ten (10) years progressive experience in the insurance industry, with a minimum of 5 years in a senior leadership role driving revenue growth with demonstrated success in business development, especially within medical insurance markets. Experience in leading multifunctional teams and navigating complex commercial negotiations.

If you are a strategic, growth-focused business leader with a passion for unlocking new market opportunities, and shaping the future of medical insurance, we invite you to apply.

**Kindly submit your detailed CV and cover letter to
Recruitment@jubileekeny.com quoting the Job Reference Number and position
by 31st July 2025.**

**Only shortlisted candidates will be
contacted.**