



Job Ref. No: JHIL190 (Re-advertised)

Position: Regional Bancassurance Sales Manager-Nairobi Region (Fixed-Term Contract)

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 **Regional Bancassurance Sales Manager-Nairobi Region** within **Jubilee Health Insurance Limited**. The position holders will report to the **Head of Bancassurance & Digital Channels** and will be based at our Head office in Nairobi.

Role Purpose

The job holder will be obliged to deliver his/her respective regional bancassurance month-on-month and yearly revenue budget.

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. Proven expertise in sales and marketing, with the ability to design and execute effective strategies that drive business growth.
2. Strong interpersonal and relationship management skills, enabling the development and



- maintenance of productive partnerships with banks, agents, and customers.
3. Comprehensive knowledge of health insurance products, including coverage options, benefits, exclusions, and market positioning.
 4. Capability to train, coach, and support bank staff and agents, enhancing their competence and confidence in selling health insurance products.
 5. Thorough understanding of compliance and regulatory requirements, ensuring adherence to industry standards and legal obligations.
 6. Analytical ability to interpret sales data, performance metrics, and market trends, identifying opportunities for growth and areas for improvement.
 7. Strong leadership and team management skills, with the capacity to inspire, motivate, and guide sales teams towards achieving set targets.
 8. Adaptability and resilience in dynamic environments, responding effectively to evolving market conditions, customer preferences, and organizational priorities.
 9. Customer-centric mindset, with a focus on delivering value, satisfaction, and long-term loyalty.
 10. Problem-solving and critical thinking skills, enabling the resolution of challenges and the development of innovative solutions.
 11. Commitment to ethical conduct and professional integrity, ensuring transparency, fairness, and trust in all dealings with customers and partners.

Academic & Professional 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 by 23rd November 2025.

Only shortlisted candidates will be contacted.