



Job Ref. No: JHIL201

Position: Business Development 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 **Business Development Manager, Corporate New Business** Jubilee Health Insurance Limited (JHIL). The position holder will report to the **General Manager, Corporate New Business**.

Role Purpose

We are seeking a dynamic and results-driven Business Development Manager – Corporate New Business to spearhead the acquisition of high-value corporate clients and lead a talented team of Business Development Officers (BDOs). This is a strategic leadership role that blends high-level client engagement with team management to deliver exceptional growth in our corporate medical insurance portfolio. If you are a proven corporate sales leader with a track record of winning large accounts, inspiring teams, and driving revenue growth, we'd love to hear from you.

Main Responsibilities

1. Strategic Business Development

- Identify, target, and acquire new corporate clients for medical insurance products.
- Develop and execute an annual business acquisition strategy in line with corporate objectives.
- Negotiate and close profitable contracts that meet revenue and margin targets.
- Monitor market trends and competitor activity to inform strategy and positioning.

2. Team Leadership & Performance Management

- Lead, supervise, and inspire a team of Business Development Officers to achieve individual and team sales targets.
- Set clear objectives, KPIs, and performance standards for the team, ensuring alignment with overall business goals.
- Conduct regular performance reviews, providing coaching, mentoring, and training to enhance skills and drive continuous improvement.
- Foster a collaborative and competitive team environment that encourages knowledge sharing and innovation.
- Manage resource allocation, activity planning, and territory assignments for optimal market coverage.

3. Pipeline & Opportunity Management

- Oversee the development and management of a robust corporate prospect pipeline.
- Ensure the team follows a structured sales process from prospecting to closing, with accurate and timely reports updates.
- Guide BDOs in designing tailored value propositions based on client needs analysis.
- Collaborate with underwriting, actuarial, and product development teams to structure competitive, client-focused solutions.



4. Client Relationship Management

- Build and maintain strong, trust-based relationships with decision-makers and influencers within target corporates.
- Support the team in onboarding new accounts and ensuring a smooth transition to account management.
- Oversee client engagement activities, wellness programs, and strategic initiatives to strengthen relationships.

5. Reporting & Performance Monitoring

- Consolidate and analyse sales reports from the team to provide accurate forecasts to the GM Corporate New Business.
- Track and review sales activities, conversion rates, and client satisfaction metrics.
- Recommend process improvements and tools to enhance team productivity and efficiency.

Key Competencies

- Strong understanding of medical insurance products.
- Expertise in consultative selling and solution design for corporate clients.
- Competence in preparing and delivering professional presentations and proposals.
- Strategic thinking and market insight.
- Strong leadership and people management skills.
- Excellent negotiation and contract closing abilities.
- Relationship-building and stakeholder management.
- Ability to inspire and manage a high-performance sales team.

Academic & Professional Qualifications

- Bachelor's degree in Business, Marketing, Insurance, or a related field. Master's degree or relevant postgraduate qualification is an advantage.
- Professional insurance qualifications (e.g., AIIC, ACII) preferred.

Relevant Experience

The ideal candidate will have a minimum of eight (8) years' experience in business development, corporate sales, or key account management, with at least 4 years in a leadership or team management role. Proven track record in acquiring and managing large corporate accounts within medical insurance or employee benefits with experience in managing, mentoring, and developing sales teams to exceed targets.

If you are a strategic, target-driven business development professional with exceptional leadership skills and a passion for winning high-value corporate accounts, we want to hear from you. Kindly submit your detailed CV and cover letter to Recruitment@jubileekenya.com quoting the Job Reference Number and position by 21st November 2025.

Only shortlisted candidates will be contacted.