



Position: Sales Manager

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 **Sales Managers** within **Jubilee Life Insurance Limited in the following towns: Nairobi, Mombasa, Thika, Nyeri, Meru, Nakuru, Eldoret, Kisumu and Kisii**. The role holder will report to the **Head of Agency** and will be supported to grow a viable Unit in the respective branch in order to expand Jubilee Life market share in Kenya.

Role Purpose

The role holder will supervise and coordinate all aspects of a Unit sales workstream in a Jubilee Life Branch. The role holder will develop strategies and lead the initiatives to meet and grow the Unit sales productivity, headcount, training, recruitment and culture.

The key responsibilities include: -

1. Attend product and skill training organized by Jubilee Life so as to understand company products and how to distribute them.
2. Prospect and in the market to present Jubilee products to prospective customers
3. Solicit and procure business on behalf of the Company.
4. Service the client and convey all information received from the client to the Company.
5. Uphold the image and brand of the Company.
6. Achieve the new business sales budget in terms of Number of Policies (NOPs), Annualized Premiums (ANP), Persistency and premiums written (GWP) targets for both new and renewal business.
7. Attend all meetings called by Jubilee sales management for training, supervision, motivation and market deployment.
8. Comply with industry code of conduct plus all Company regulations and all the relevant laws and regulations of the country governing the activities of the trade.

Minimum Requirements:

The basic requirement and qualifications should include but is not limited to:-

- A. Minimum Age of – 25 years
- B. Education level – A Degree or Diploma with Minimum Grade C- (Minus) in KCSE.
- C. Professional qualification – Diploma or Certificate in Insurance Certification (COP)
- D. Current Registration with IRA
- E. Min 1 Year experience in Sales Management or Min 2 Years as a successful Sales Agent
- F. Certification in Sales Management and IT Skills will be an added advantage.

If you are interested and meet the above qualifications, please send your CV and certificates and preferred town to retailsalesrecruitment@jubileekenya.com. **Only shortlisted candidates will be contacted.**