



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. Achieve the set Unit's new business sales budget in terms of Number of Policies and Annualized premium.
2. Meet set Unit's business retention and persistency ratios.
3. Meet the resource complement of the Unit by sourcing, coordinating the recruitment and training of a team of Financial Advisors.
4. Ensure that the team of Financial Advisors meet set targets in terms of new business production and persistency ratios.
5. Develop relationships with key stakeholders that will enable our sales team access markets and make sales presentations in corporate entities, check off institutions, or camping sites.
6. Supervise, motivate and assist the team of Financial Advisors to achieve their Key Performance Indicators (KPIs) by agreeing and setting the KPIs and evaluating performance regularly.
7. Promote the organization, its products and services to new and current clients and position the brand in the region.

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.**