

JOB TITLE	BANCASSURANCE BUSINESS DEVELOPMENT OFFICER
REPORTS TO	HEAD OF LIFE & PENSION
<p>PURPOSE OF THE POSITION:</p> <p>The position is responsible for:</p> <ol style="list-style-type: none"> 1. Acquisition of new business specifically group credit/mortgage from financial institutions, Saccos and other affiliated companies and in accordance with the set targets. 2. Conserve all existing business by timely service delivery including proposing new methods for enhanced market development and penetration, soliciting & acquiring business from banks, corporates and large clients. 	
<p>KEY TASKS, DUTIES AND RESPONSIBILITIES</p> <ul style="list-style-type: none"> ● Establish and build new relationships with potential insurance customers from various Banks' databases and non-customers. ● Regularly conduct market surveys aimed at collecting market intelligence and feedback on products and competitor activity. ● Coordinate with the brokers with a view to keeping cordial relationships with them and other marketing intermediaries. ● Identify market opportunities and make recommendations towards the development of targeted value-product offerings for viable market segments. ● Convene advisory meetings with the banks for guidance and advice in accordance with IRA and KRA regulations. ● Selling Insurance products and services in order to attain the set business targets and ensure sustainable business growth. ● Advise and recommend improvements to customer service activities and standards with a view to maintaining a leading-edge client service delivery system. ● Handle all queries and issues from clients in liaison with the intermediaries to ensure they are closed with customer expectation levels. ● Ensure that accurate and competitive quotations in respect of group credit and group life products are prepared and delivered promptly to prospective clients, brokers and intermediaries. ● Train the sales force in liaison with the Agency leaders on credit and any other company products in an effort to ensure product knowledge remains well-rated within the sales team. 	

REQUIREMENTS

- Bachelor's Degree in Business related course or equivalent from a recognized university
- Diploma in CII/AIK will be an added advantage
- Over 2 years of relevant experience



HOW TO APPLY:

If you are interested in the position and have the required qualifications, skills and experience, kindly [Click Here](#) and apply on or before **Tuesday, August 15, 2023**.