

Account Manager, Business Retention at Minet Kenya

[Apply Now](#)

Company: JobWebKenya

Location: Kenya

Category: business-and-financial-operations

Job Description

(adsbygoogle = window.adsbygoogle || []).push({});

Minet is a trusted pan-African advisor that meets the uncertainties of tomorrow by delivering risk and human capital solutions today. As the largest Aon Global Network Correspondent, Minet has access to a network of over 50, colleagues in countries as well as proprietary data, research and analytics which enable us to manage and secure the risks of tomorrow and provide clients with an unrivalled advantage.

Purpose for the Job

Manage key accounts and ensure customer delight by utilizing Minet's expertise and resources.

Duties and Responsibilities

Develop processes and procedures to ensure satisfactory delivery of service to customers.

Ensure optimal use of digital tools where applicable.

Develop mechanisms of customer engagement and feedback.

Execute and implement management strategies for the department.

Provide professional advice to clients ensuring that they are fully aware of the ramifications of any relevant provisions of the Insurance Act and/or Industry developments.

Attend client's renewal meetings, place insurance covers in accordance with client's requirements.

Regular review of underwriter performance through a practical scorecard.

Peruse and confirm that policy documents and endorsements issued by underwriters conform to the cover issued.

Ensure compliance with ISO and other company policies especially those pertaining to quality control.

Prepare and negotiate quotation for accounts on tender.

Carry out insurance portfolio GAP analysis to identify organic growth opportunities.

Participate in market negotiations & risk placement.

Ensure timely premium settlement, receipting and allocation of premiums for the accounts within your management.

Study, internalize and advise both the business and the clients on the trends in the economic sectors allocated to you.

Ensure SLA's and annual service plans for your clients are in place and adhered to.

Train clients on products and emerging risks.

Key Result Areas

The accountability areas are as follows;

Quality service.

% Business Retention.

Business growth by meeting renewals and organic growth budget.

Debt Management.

Key Competencies

Knowledge And Skills Required

Organizational and analytical skills

Interpersonal and communication skills

Persuasion skills.

Flexibility and adaptability skills

Professional and Academic Qualifications

Bachelor's degree in business.

Diploma in Insurance (ACII/AIHK)

Minimum of 5 years' experience in General Insurance (Non-Medical).

[Apply Now](#)

Cross References and Citations:

1. Account Manager, Business Retention at Minet Kenya [Jobdescriptionsample Jobs KenyaJobdescriptionsample ↗](#)
2. Account Manager, Business Retention at Minet Kenya [Tradingjobs Jobs Kenya Tradingjobs ↗](#)
3. Account Manager, Business Retention at Minet Kenya [Entrepreneurshipjobs Jobs KenyaEntrepreneurshipjobs ↗](#)
4. Account Manager, Business Retention at Minet Kenya [PandajobsJobs Kenya Pandajobs↗](#)
5. Account Manager, Business Retention at Minet Kenya [Searcheruropeanjobs Jobs KenyaSearcheruropeanjobs ↗](#)
6. Account Manager, Business Retention at Minet Kenya [TraveljobsJobs Kenya Traveljobs↗](#)
7. Account Manager, Business Retention at Minet Kenya [HairjobsJobs Kenya Hairjobs ↗](#)
8. Account Manager, Business Retention at Minet Kenya [Computerjobs Jobs Kenya Computerjobs ↗](#)
9. Account Manager, Business Retention at Minet Kenya [Digitaljobsnearme Jobs KenyaDigitaljobsnearme ↗](#)
10. Account Manager, Business Retention at Minet Kenya [Searchenginejoblistings Jobs KenyaSearchenginejoblistings ↗](#)

11. Account Manager, Business Retention at Minet Kenya UnitedarabemiratesjobsJobs KenyaUnitedarabemiratesjobs↗
12. Account Manager, Business Retention at Minet Kenya BelgiumjobsJobs Kenya Belgiumjobs↗
13. Account Manager, Business Retention at Minet Kenya Seasonaljobs Jobs Kenya Seasonaljobs ↗
14. Account Manager, Business Retention at Minet Kenya Emailjobs Jobs Kenya Emailjobs ↗
15. Account Manager, Business Retention at Minet Kenya DublinjobsJobs Kenya Dublinjobs↗
16. Account Manager, Business Retention at Minet Kenya Expertinireview Jobs Kenya Expertinireview ↗
17. Account Manager, Business Retention at Minet Kenya Projectmanagementjobs Jobs KenyaProjectmanagementjobs ↗
18. Account Manager, Business Retention at Minet Kenya Finlandjobs Jobs Kenya Finlandjobs ↗
19. Account manager, business retention at minet kenya Jobs Kenya ↗
20. AMP Version of Account manager, business retention at minet kenya ↗
21. Account manager, business retention at minet kenya Kenya Jobs ↗
22. Account manager, business retention at minet kenya Jobs Kenya ↗
23. Account manager, business retention at minet kenya Job Search ↗
24. Account manager, business retention at minet kenya Search ↗
25. Account manager, business retention at minet kenya Find Jobs ↗

Source<https://ke.expertini.com/jobs/job/account-manager-business-retention-at-minet-kenya-kenya-jobwebkenya-ebf1a3f596/>

Generated on: 2024-05-05 by [Expertini.Com](https://www.expertini.com)