

Business Developer at Cannon General Insurance (K) Ltd

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Company: JobWebKenya

Location: Kenya

Category: other-general

Job Description

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PURPOSE OF THE ROLE

Reporting to the Head of Business Development, the Business Developer will:

Accelerate growth of the underwritten premiums by acquiring and introducing to the Company new partners while maintaining and growing already established partnerships in fulfillment of the overall growth strategy of the company.

Manage relationships and act as the point of contact for the allocated relationships.

Evaluate and analyze Insurance risk against set criteria to determine acceptance terms, compliance processing and administration.

PRIMARY Duties & Responsibilities

Undertake sales activities and business sourcing to ensure achievement of monthly business targets both in revenue and portfolio mix.

Follow through on renewal of existing business to achieve the agreed retention rate.

Actively identify and pursue prospective new business avenues/ relationships with suitable partners.

Collaborate with technical staff to ensure proper underwriting parameters are followed in risk assessment and risk acceptance.

Strict adherence to cash and carry guidelines and undertake premium collection for all authorized credit extended to clients.

Prepare and dispatch underwriting and policy documents within the set TATS and communicate to intermediaries on confirmation of policy documentation receipt, endorsements and others.

Ensure adherence to all sales, underwriting and compliance guidelines for all business engagements.

Actively establish and pursue superior client relationship management practices to ensure efficient service.

Engage with clients and seek to resolve all their queries in a timely and accurate manner.

Any other duty as may be assigned by the management from time to time.

Requirements

Qualifications and Experience

Bachelor's degree in insurance or related field.

IIK/CII qualifications.

At least 3 years' experience in a similar role.

Computer Literacy.

Required skills and Competencies.

Good understand of general business insurance principles and practices in Kenya.

Good communication and customer service skills

Keen attention to details with a high level of accuracy.

Self-driven, flexible, and agile with strong work ethic

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