

Business Development Manager at Madison Group Limited

[Apply Now](#)

Company: JobWebKenya

Location: Kenya

Category: other-general

Job Description

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

Madison Group Limited is a locally owned financial services holding company that specializes in Insurance and wealth management services. The Group comprises of Madison Life Assurance Kenya Limited, Madison General Insurance Kenya Limited, and Madison Investment Managers Limited. Madison Life Assurance Kenya was originally incorporated under Kenyan Laws in as Madison Insurance Company Limited (MICK) after a successful merger between Crusader Plc and Kenya Commercial Insurance Corporation.

The Role

The Job holder will be responsible for providing leadership to the Brokers and tenders team to achieve business growth in all classes of Group Life and pensions products through brokers, independent agents, direct tenders and direct corporate clients with an objective of achieving the set individual and team budgets.

Key responsibilities

Responsible for new business acquisition through identifying key account on tenders to work on

Identify potential partners to team up with in pursuit of identified account.

Gather marketing intelligence on pricing and claims of accounts identified.

Offer continuous training on the products and give back up support on the field to the brokers and independent agents.

Identify corporate institutions such as SACCOS, County Governments, Learning institutions, religious bodies, Hospitals e.t.c and build strong relationship with them.

Come up with partnership proposals with a goal of winning group business products e.g. tender businesses.

Assisting brokers and independent agencies in identifying opportunities for Group Business in their markets as well as other sectors that are potential.

Keeping up-to-date with competitor product and service offering and industry developments; To keep up the marketing intelligence and always identify the emerging needs for different sectors and actively give feedback to the marketing team.

Building clients' relationships by ensuring constant communication with Clients, through the agencies/Groups and always look for gaps to add new business

Responsible for collection of all premiums of business sold as per the Company policy.

Preferred Qualifications

Bachelor's degree in a business related field.

IJK, ACII OR CII Professional qualifications.

3yrs working experience in a similar role.

Good communication and presentation skills.

Experience in handling corporate clients.

Negotiation and closing skills.

Relationship management skills – clients and intermediaries

[Apply Now](#)

Cross References and Citations:

1. **Business Development Manager at Madison Group Limited Jobs Kenya** ↗
2. **Business Development Manager at Madison Group Limited Jobs Kenya** ↗
3. **Business Development Manager at Madison Group Limited Jobs Kenya** ↗
4. **Business Development Manager at Madison Group Limited Jobs Kenya** ↗
5. **Business Development Manager at Madison Group Limited Jobs Kenya** ↗
6. **Business Development Manager at Madison Group Limited search Kenya** ↗
7. **Business Development Manager at Madison Group Limited job finder Kenya** ↗
1. **Business Development Manager at Madison Group Limited jobs** ↗
2. **Business Development Manager at Madison Group Limited jobs** ↗
3. **Business Development Manager at Madison Group Limited jobs** ↗

Source: <https://ke.expertini.com/jobs/job/business-development-manager-at-madison-group-limi-kenya-jobwebkenya-1fdcd0fe5e/>

Generated on: 2024-05-06 by [Expertini.Com](https://www.expertini.com)