

Business Development Manager – Corporate Sales at CIC Insurance

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Company: JobWebKenya

Location: Kenya

Category: other-general

Job Description

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CIC Insurance Group Limited, commonly referred to as CIC Group, is an insurance and investment group that operates mainly in Kenya, Uganda, South Sudan and Malawi

PURPOSE:

The incumbent shall be responsible for generating revenue for the department and company within the assigned markets or channels as well as Build and manage strong relationships and partnerships within the assigned markets or channels.

PRIMARY RESPONSIBILITIES:

Plan and carry out consumer education within the assigned markets and channels;

Generate and build revenues through effective daily sales management of BDEs/ team leaders;

Sourcing of business (new & renewal) and servicing clients;

Capacity building of intermediaries in the market;

Build and maintain strategic alliances for business growth with intermediaries and industry stakeholders;

Constantly updating clients on new and existing products;

Liaising with the various departments to ensure timely service delivery to the clients;

Collect market Intelligence and prepare reports;

Develop prompt quotation and tender documents preparation and delivery to clients/intermediaries;

Participate in planning and budgeting for the department;

Ensure compliance to the credit control policy through debt collection and

Recruit, train, motivate and retain strategic alliances for business growth with intermediaries and industry stakeholders.

REQUIREMENTS

Education : Bachelor's degree in Commerce or in a related field

Professional Qualifications

Qualification in IIK or ACII

Academic, Professional and Technical Competencies Required:

Essential Knowledge/Skills and Experience Required:

Minimum of four years' relevant experience

Good analytical skills

Excellent communication and presentation skills

Problem solving skills

Excellent customer care skills

Desirable knowledge/skills and Experience Required:

Excellent interpersonal skills

Computer literate in MS Office and other office applications

Technical competence in insurance

Basic knowledge of regulations by AKI and IRA

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