

Business Development Manager (Insurance) at Janta Kenya

[Apply Now](#)

Company: JobWebKenya

Location: Kenya

Category: other-general

Job Description

Janta Kenya is a HR Consultancy firm established with an objective of encompassing integral and necessary skills that most individuals and organizations need in everyday business. We have a team of professional HR consultants with extensive experience in all people management issues, and we are therefore well placed to offer advice for private, public and not-for-profit organisations.

About Job

Our client is seeking a Business Development Manager with Insurance background. The role holder will develop and execute strategies to increase company sales and profits, identify profitable business opportunities, secure sound business deals, and lead business development associates. He/ She will be planning and implementing sales, grants, marketing, and product development programs, both short and long range, targeted toward existing and new markets by performing the following duties personally or through subordinates.

Key Responsibilities

Assist in the constant improvement of business development, partner management, and onboarding processes.

Provide market-based competitor insights for product and pricing enhancements.

Grow and manage a sales force for direct business.

Responsible for placement of tenders.

Responsible for channel revenue target.

Forecast distribution channel premium on a monthly, quarterly and annual basis.

Represent the brokerage business in meetings with distribution partners, seminars, trade shows and other networking events.

Assist in the constant improvement of business development, partner management, and onboarding processes.

Skill & Experience

Bachelor Degree in Commerce/ Business Administration.

Professional insurance qualification i.e. COP/ AIK is an added advantage.

Business development experience in the insurance industry

Minimum 3 years working experience in business development with thorough understanding of insurance financial.

Experience in successfully developing and managing large commercial lines and other strategic partners.

Proven ability to drive significant revenue from distribution partners.

[Apply Now](#)

Cross References and Citations:

- 1. Business Development Manager (Insurance) at Janta Kenya Jobs Kenya ↗**
- 2. Business Development Manager (Insurance) at Janta Kenya Jobs Kenya ↗**
- 3. Business Development Manager (Insurance) at Janta Kenya Jobs Kenya ↗**
- 4. Business Development Manager (Insurance) at Janta Kenya Jobs Kenya ↗**
- 5. Business Development Manager (Insurance) at Janta Kenya Jobs Kenya ↗**
- 6. Business Development Manager (Insurance) at Janta Kenya search Kenya ↗**
- 7. Business Development Manager (Insurance) at Janta Kenya job finder Kenya ↗**

1. Business Development Manager (Insurance) at Janta Kenya jobs ↗

2. Business Development Manager (Insurance) at Janta Kenya jobs ↗

3. Business Development Manager (Insurance) at Janta Kenya jobs ↗

Source: <https://ke.expertini.com/jobs/job/business-development-manager-insurance-at-janta--kenya-jobwebkenya-0a87315b31/>

Generated on: 2024-05-06 by Expertini.Com