

Business Development Manager (Insurance) at Progressive Credit

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Company: JobWebKenya

Location: Kenya

Category: other-general

Job Description

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What We do We carefully assess our customers' needs and design innovative products and services that are timely delivered to their delight. **Our Approach** We are in a constant search of our customer delight in every aspect of their lives. Innovation in products and services is a basic ingredient. We believe that service delivery can be continuously improved, that understanding our customer needs is the beginning of their satisfaction. We do not have vanilla products or services but endeavour to satisfy the uniqueness of every customer. We believe that credit delayed is money lost and hence take the shortest time to give our customers feedback. **Leadership** Progressive Credit is led by a team of highly qualified and experienced personnel. Mbaabu Muchiri who is the overall Team Leader has had several years in Banking, Manufacturing and Education. His most recent assignment was as a Director of Credit with Equity Bank. He joined the bank before it converted from a building society to a fully fledged commercial bank, grew the loan book from shs.3Billion to shs Billion and improved its quality from 12% non-performing to 2%. Prior to Equity Bank, Mbaabu had worked for Central Bank of Kenya for Six years as a Banking supervisor where he participated in significantly reducing the industry's non-performing loans. He also worked for Coca-Cola Africa for five years in various senior positions. He has a passion for seeking innovative ways to satisfy customer needs especially in credit products and their delivery mechanism. **Core Values** Team Work Innovation Passion Professionalism Customer Service Integrity

QUALIFICATIONS

Bachelor Degree in Commerce/ Business Administration

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

Business development experience in the insurance industry

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

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

Proven ability to drive significant revenue from distribution partners.

RESPONSIBILITIES

Develop and execute strategies to increase

company sales and profits.

Identify profitable business opportunities

Secure sound business deals

Lead business development associates.

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