

Senior Account Manager at Turnkey Africa Kenya

[Apply Now](#)

Company: JobWebKenya

Location: Kenya

Category: other-general

Job Description

(adsbygoogle = window.adsbygoogle || []).push({}); Turnkey Africa is a leading Pan-African insurance technology and services provider. We develop, supply and manage end-to-end insurance business software solutions and services for the insurance industry. Turnkey's flagship product, TurnQuest Insurance Suite, is one of the most dynamic products in the market providing a comprehensive and integrated set of applications built on a common platform, that covers the entire insurance lifecycle. TurnQuest is further augmented by data and analytics capability that gives the insurer a -degree view of their business. Turnkey has a reputation of the highest standards in engineering excellence and we invest heavily in R & D to ensure a future-proof product in an industry that is constantly evolving and changing. Our uncompromising attention to detail has enabled us to achieve a distinctive % success rate in implementation of insurance and bancassurance solutions across Africa. As a Pan-African organisation, delivering real value to our clients is core to our DNA. This culture is manifested in the makeup of our company through a combination of experience and energy that ensures our team is in the unique position of being able to provide both thought leadership and innovative advice to our clients. With a dedicated team of over professionals with extensive industry knowledge and expertise, we are getting the job done!

Roles and responsibilities:

Revenue Generation

Achieving targets for revenue, profitability and sales growth.

Develop and implement the company's sales strategy across key market segments to ensure that the company identifies and optimizes a clear path to aggressive growth and attainment of revenue objectives.

Managing full sales process lifecycle, including identifying and initiating new sales opportunities, understanding account requirements, conveying and demonstrating product capabilities, facilitating and owning deep dive product capability Q&A sessions, managing objections, and negotiating contracts.

Participate in pricing the solution/service.

Ensure adequate Pre-sales technical skills and developing proposals that speaks to the client's needs, concerns, and objectives

Collaborate effectively with Product, Marketing and other key stakeholders in driving solution sales and ensuring our existing clients are receiving a premium level of service.

Travel for in-person meetings with customers and partners and to develop key relationships

Understand country-specific landscapes and trends, reporting on the forces that shift strategic business direction.

Develop leads, actively target and follow up clients, identify and prioritize profitable business opportunities in liaison and with the support of the Corporate.

Business Development

Develop the go to market strategy for each product and appropriately execute sales.

Give presentations, seminars and briefings to clients articulating Turnkeys Value Proposition.

Develop a strategy and provide leadership for enterprise-wide business development opportunities

Originate and manage business development opportunities that are consistent with the company's strategy for revenue growth

Attend industry functions, such as association events and conferences, and provide feedback and information on market and creative trends.

Identify opportunities for campaigns, services, and channels that will lead to an increase in sales.

Account Management

Be the customer's advocate and ensure that all departments understand customers' requirements and respond with the right quality of service. Manage and solve conflicts with customers.

Work with product teams to ensure that the product portfolio reflects changing customer needs.

Collaborate with product & support teams to provide customers with the different services they need throughout their ownership of the products, including solution design, installation, training, user support and maintenance.

Develop plans to maximize business opportunities with each customer. The plans include revenue forecasts by product line, resource requirements, and sales and marketing campaigns to meet revenue targets.

Forecast demand accurately and integrate sales and marketing campaigns with individual account development plans.

Operations Management

Manage and oversee the operations of sales and delivery including all support functions.

To build capacity of work force in the areas of Business Development, Sales & Marketing, Solution Management and Project Management.

Provide leadership to the organization in strategizing, planning and expanding operations in the country.

Provide leadership and vision by assisting with the development of long range and annual plans, and with the implementation, evaluation and reporting of progress on plans.

Cultivate a strong and transparent working relationship with the Turnkey Africa management team and other line managers to ensure open communication about the measurement of financial and non-financial performance against stated milestones and goals.

Coordinate with various regulatory bodies on local policies/guidelines, statutory and regulatory requirements.

Marketing & PR

Work with TA marketing to develop marketing strategy and support in marketing activities

Oversee and approve the TA marketing team in production of all marketing and publicity materials (posters, programs, flyers, mail outs, brochures etc.)

Human Resource Management

Resource Management according to authorized TA personnel policies and procedures that fully conform to current laws and regulations

Employee development, and training;

Work with the executive team in policy development and documentation, employee relations, and performance management and improvement systems.

Provide leadership and motivation to staff by fostering a culture of creativity, encouraging good performance, ensuring appropriate training, and rewards productivity.

Person specifications;

Academic Qualifications

Bachelor's degree in a relevant field.

Master's degree in related field from a recognised university will be an added advantage

Professional Qualifications

Relevant professional qualification;

Member of a relevant professional body.

Experience

Minimum of four years at managerial level in a similar organisation.

Candidate should possess, or be capable of acquiring adequate knowledge of the insurance sector in Africa.

Sales experience in IT consistently meeting or exceeding targets.

Experience in managing Regional or Country operations, sales and sales force.

Deep understanding of IT Solution sales working with teams from Product Development, Implementation and billing with the ability to swiftly acquire market intelligence/awareness of the insurance sector, to understand and manage expectations regarding competition and market trends.

Proven ability to drive the sales process from plan to close

Experience with initiating and leading improvement programs, developing and implementing strategic plans, overseeing change.

Demonstrable experience in developing client-focused, differentiated and achievable solutions

[Apply Now](#)

Cross References and Citations:

1. [Senior Account Manager at Turnkey Africa Kenya](#) [Technologyjobs](#) [Jobs Kenya](#)
[Technologyjobs](#) ↗
2. [Senior Account Manager at Turnkey Africa Kenya](#) [Greecejobs](#) [Jobs Kenya](#) [Greecejobs](#)
3. [Senior Account Manager at Turnkey Africa Kenya](#) [Francejobs](#) [Jobs Kenya](#) [Francejobs](#)
4. [Senior Account Manager at Turnkey Africa Kenya](#) [Newyorkcityjobs](#) [Jobs Kenya](#)
[Newyorkcityjobs](#) ↗
5. [Senior Account Manager at Turnkey Africa Kenya](#) [Electronicsjobs](#) [Jobs Kenya](#)
[Electronicsjobs](#) ↗
6. [Senior Account Manager at Turnkey Africa Kenya](#) [Nairobijobs](#) [Jobs Kenya](#) [Nairobijobs](#)
7. [Senior Account Manager at Turnkey Africa Kenya](#) [Stockholmjobs](#) [Jobs Kenya](#)
[Stockholmjobs](#) ↗
8. [Senior Account Manager at Turnkey Africa Kenya](#) [Searchukjobs](#) [Jobs Kenya](#) [Searchukjobs](#)
↗

9. Senior Account Manager at Turnkey Africa Kenya [Southkoreajobs](#) [Jobs Kenya](#)
[Southkoreajobs](#) ↗
10. Senior Account Manager at Turnkey Africa Kenya [Tunisiajobs](#) [Jobs Kenya](#) [Tunisiajobs](#)
11. Senior Account Manager at Turnkey Africa Kenya [Venezuelajobs](#) [Jobs Kenya](#)
[Venezuelajobs](#) ↗
12. Senior Account Manager at Turnkey Africa Kenya [Searchukjobs](#) [Jobs Kenya](#) [Searchukj](#)
↗
13. Senior Account Manager at Turnkey Africa Kenya [Electricianjobs](#) [Jobs Kenya](#)
[Electricianjobs](#) ↗
14. Senior Account Manager at Turnkey Africa Kenya [Tradingjobs](#) [Jobs Kenya](#) [Tradingjobs](#)
↗
15. Senior Account Manager at Turnkey Africa Kenya [Installationjobs](#) [Jobs Kenya](#)
[Installationjobs](#) ↗
16. Senior Account Manager at Turnkey Africa Kenya [Searcheruropeanjobs](#) [Jobs Kenya](#)
[Searcheruropeanjobs](#) ↗
17. Senior Account Manager at Turnkey Africa Kenya [Softwarejobs](#) [Jobs Kenya](#) [Softwarejobs](#)
↗
18. Senior Account Manager at Turnkey Africa Kenya [Omanjobs](#) [Jobs Kenya](#) [Omanjobs](#) ↗
19. Senior account manager at turnkey africa kenya [Jobs Kenya](#) ↗
20. AMP Version of Senior account manager at turnkey africa kenya ↗
21. Senior account manager at turnkey africa kenya [Kenya Jobs](#) ↗
22. Senior account manager at turnkey africa kenya [JobsKenya](#) ↗
23. Senior account manager at turnkey africa kenya [Job Search](#) ↗
24. Senior account manager at turnkey africa kenya [Search](#) ↗
25. Senior account manager at turnkey africa kenya [Find Jobs](#) ↗

Source: <https://ke.expertini.com/jobs/job/senior-account-manager-at-turnkey-africa-kenya-kenya-jobwebkenya-10f73bdb80/>