



Vacancy Announcement

Sanlam Kenya Plc is the leading provider of dynamic and innovative life insurance products in Kenya and has the largest network of branch offices in the country. Sanlam Kenya Plc is listed on the Nairobi Securities Exchange and is part of the Sanlam Group, which is a leader in financial services, listed on the Johannesburg Stock Exchange and has the largest insurance footprint in Africa.

We invite suitable candidates to apply for the following job opportunity:

Job Title:	Business Development Manager – Alternative Channels
Reporting to:	Bancassurance Manager
Business Unit:	Sanlam Life

PURPOSE:

The role will be responsible for developing alternative channels growth plans in line with the approved strategy. It also involves managing the banc assurance business to meet the timelines under the customer charter and delivering the targeted loss ratio.

PRIMARY RESPONSIBILITIES:

- Drive revenue growth as per stipulated budgets through SACCO's, and Microfinance Institutions
- Work towards attaining 100% or above of the set annual budget for credit life, group life, last expense and pension.
- To convert a minimum of 20% quotations into new business
- Identifying, building, and strengthening lasting business relationships with prospective Sacco and MFI partners to achieve performance targets.
- Exploring opportunities presented by the market and compiling market intelligence statistics, to enhance planning and product development in order to attract new business;
- Processing quotations and tenders competitively, by compiling and availing the required documentation on time;
- Complying with statutory, regulatory and internal control processes at the business units including internal and external audit recommendations; and
- Coordinate training and development of the partners
- Resolving and/or redirecting customer queries and complaints promptly and satisfactorily
- Preparation of weekly and monthly business reports

PERSON SPECIFICATIONS

Academic Qualification

- Bachelor's degree in Business Administration/ Marketing/ Insurance or its equivalent from a recognized institution.

Professional Qualifications

- Diploma in Insurance from AIK / ACII or its equivalent from a recognized institution; and
- Member of AIK /ACII or a relevant professional body.

Experience

- Minimum of two (2) years' relevant experience.

Skills and Attributes

- Excellent communication and interpersonal skills;
- Strong people-management and team player skills;
- Excellent planning and organization skills;
- Excellent problem solving and decision-making skills;
- Knowledgeable with industry's rules and regulations; and
- Results driven and customer focused.

Strong preference will be given to candidates with the requisite qualifications, skills and experience.

If your career aspirations match this exciting opportunity, please submit your detailed curriculum vitae and covering letter to reach us on or before **26th March 2020** through email address:

hrvacancies@sanlam.co.ke *The job title should be clearly indicated as the email reference.*

Only shortlisted candidates will be contacted.