

You're in control



Medical Insurance

A magnifying glass with a black handle and frame, focusing on three orange scribbled human figures. The word 'HIRING' is written in large, orange, scribbled letters, with the magnifying glass positioned over the 'IR' part. The word 'WE'RE' is in bold black letters above 'HIRING'. Below 'HIRING' is a black rounded rectangle containing the text 'HEAD OF BANCASSURANCE' in white bold letters.

WE'RE HIRING HEAD OF BANCASSURANCE

Department: SALES AND DISTRIBUTION | Reports to: CHIEF OPERATIONS OFFICER

Work station: HEAD OFFICE

Job Summary:

AAR health services (U) Ltd (AHSU) are looking to recruit a competitive **Head of bancassurance** to manage and grow the bancassurance portfolio. He/ She will be responsible for the business target achievement of AHSU by driving sales of medical insurance products.



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Roles and Responsibilities

1. Establish and strengthen key relationships with all AHSU financial institution partners.
2. Work towards the retention of existing business.
3. Responsible for new product development in conjunction with our partners, organizing sales campaigns, product launches, and conducting product knowledge training.
4. Lead, guide, and evaluate the performance of the direct reporting team by setting targets and striving for continuous improvement in productivity and efficiency.
5. Lead business planning for the bancassurance function and supervise the preparation of operating budgets and control budgets of expenses in line with the Company strategy.
6. Ensuring timely resolution of queries and complaints, and controlling the instances of adverse customer experience.
7. Responsible for the development of the bancassurance business channel plan.
8. Formulation of strategies in order to grow the business year on year basis.
9. Establish relationships with bankers to sell insurance through Banks.
10. Promote a responsible culture of sales compliance and quality.
11. Building team capability through regular training interventions.
12. Preparation of reports to the chief operations officer as and when required.
13. Any other roles as may be assigned by your supervisor.



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Qualifications, Skills, and Experience:

- A relevant bachelor's degree in business administration or any other related field.
- Diploma in insurance from ITC or any related entity with a major in bancassurance.
- Possession of professional qualifications such as CIM will be an added advantage.
- At least five years of experience in bancassurance, sales and marketing.
- Thorough knowledge of the financial services industry specifically insurance and retail banking.
- A broad working knowledge of medical insurance legislations and regulations.
- Proficient in Microsoft Office (Word, Excel, PowerPoint, Project)
- Analytical mind, good attention to detail, problem-solving, good time management skills, ability to multi-task, and work under pressure.
- Excellent presentation and written communication skills
- Ability to self-motivate, be resilient and effectively enable change and adherence to policy regulatory standards.

How to Apply

All suitably qualified and interested individuals should send their applications and CV addressed to the Human Resource Manager, AAR Health Services (U) Limited to hr.recruitment@aar-insurance.com or drop them at the **AAR Insurance offices** on plot 11, Salmon Rise, Bugolobi, Luthuli Avenue.

Applications should be sent not later than 17th December 2022 at 4:00 pm.

Please note that only shortlisted candidates will be contacted.



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