

You're in control



Medical Insurance

WE'RE HIRING

A magnifying glass with a black handle and frame is positioned over the word 'HIRING'. Inside the lens, three orange human figures are visible, symbolizing recruitment.

HEAD OF SME AND RETAIL

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

Work station: HEAD OFFICE

Job Summary:

AAR health services (U) Ltd (ASHU) are looking to recruit a competitive **Head of SME & RETAIL** to manage and grow the **SME and retail business**.



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Roles and Responsibilities

1. Develop, execute and drive the AHSU's strategic and business growth plans consistent with the overall business strategies, including setting KPIs and objectives at both team and individual levels.
2. Grow and maintain a quality SME and Retail portfolio for AHSU.
3. Develop and maintain relationships with key clients and other relevant bodies to ensure that the company maximizes its sales potential.
4. Compile monthly, quarterly, and yearly reports for the purpose of measuring growth against target.
5. Train, coach, and manage the SME and retail teams to ensure that their plans are achieved.
6. Maintain a harmonious working relationship among the team and other stake holders.
7. Provide Leadership that translates into a conducive work environment, effective performance, competency management, and employee satisfaction within the team.
8. Achieve a culture that is highly geared towards high performance, and execution, and building long-term relationships with customers.
9. Monitor market trends and changes in the regulations to ensure timely and efficient evolution to current practices.
10. Network and maintain contact with external sources to benchmark innovative developments.
11. Work towards the retention of existing business.
12. Responsible for new product development that resonates with the revolving target market.
13. Any other roles as may be assigned by your respective supervisor.



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Qualifications, Skills, and Experience:

- A relevant bachelor's degree in business administration or any other related field.
- Possession of professional qualifications such as CIM will be an added advantage.
- At least five years of working experience in sales and marketing.
- 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.

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 6:00 pm.

Please note that only shortlisted candidates will be contacted.



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