



Secure Tomorrow

Minet

AON | Global Network Correspondent

# Excellent Career Opportunity



## Job Title: Assistant Manager – Business Development (General Business – Non-Medical)

<b>Job Title:</b>	Assistant Manager – Business Development (General Business – Non-Medical)
<b>Division:</b>	Corporate Division – Minet Risk Solutions
<b>Position Reports to:</b>	Head of Business Development

### PURPOSE FOR THE JOB

The job holder role will be responsible for generating new businesses, ensure growth in portfolio and retention of existing clients.

### DUTIES AND RESPONSIBILITIES

- Identify, target, and build new relationships with existing clients & prospects to generate revenue growth.
- Develop a credible pipeline of prospective clients and growth strategies that allow for the achievement of monthly & annual targets.
- Clearly articulate value propositions to clients & prospects.
- Develop business growth strategies to help drive revenue growth.
- Create targeted sales and marketing plans.
- Clearly understand client needs and able to tailor-make solutions to address the needs.
- Take part in product development and creation of marketing collateral to support targeted value propositions.
- Take part in the development of various products distribution channels.
- Maintain a calendar for marketing campaigns.
- Foster relationships to protect existing books of business.
- Provide weekly and monthly production reports

### QUALIFICATIONS, KNOWLEDGE AND SKILLS REQUIRED

- Bachelor’s Degree in a Business-related field.
- Diploma in Insurance (AIK) or ACII.
- 5 years relevant experience with demonstrated success in a similar position preferably within the insurance industry.
- Experience in sales with a proven track record of achievement.

### COMPETENCIES AND ATTRIBUTES IN THE FOLLOWING AREAS:

- Integrity, flexibility, and adaptability.
- Positive attitude, self-motivated, self-driven and able to work with minimal supervision.
- Good negotiation and networking skills.
- Passionate, confident, energetic, proactive.
- Organizational and analytical skills.
- Interpersonal and communication skills.

Interested candidates who meet the above qualifications are to submit their application to the link <https://hr.minet.co.ke/jobs> by the **24th of February 2023**. Please indicate the job title as the subject. Only shortlisted candidates will be contacted.

### OUR VALUES

- 01 | | Honesty    02 | | Expertise    03 | | Agility    04 | | Respect    05 | | Teamwork