



Secure Tomorrow

Minet

AON | Global Network Correspondent

Excellent Career Opportunity



Job Title: Senior Account Executive – Business Development (General Business – Non-Medical)

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Division:	Minet Risk Solutions - Corporate
Position Reports to:	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.
- Create targeted sales and marketing plans.
- 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

- 4 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.
- Positive attitude, self-motivated, self-driven and able to work with minimal supervision.
- Good negotiation and networking skills.
- Passionate, confident, energetic, and proactive.
- Organizational and analytical skills.
- Interpersonal and communication skills.
- Flexibility and adaptability.

QUALIFICATIONS, KNOWLEDGE AND SKILLS REQUIRED

- Bachelor's Degree in a Business-related field.
- Diploma in Insurance (AIK) or ACII.

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