



Job Description

9th Floor Tanzanite Park, Victoria, Dar es Salaam, Tanzania | +255 758 778 886 | info@empower.co.tz

Job Title Bancassurance Manager	Job Location Dar es Salaam	Category -
Job Type Full Time	Job level Manager	Industry Banking

Open to Expatriates
Only Open to Tanzanian Nationals

Minimum Requirements

Min Budget -	Max Budget -	Primary Industry Banking: 5 Years
Secondary Industry -	Primary Category -	Secondary Category -
Certificate -	Qualification -	

Summary

Responsible for the Insurance business development and growth within the bank to generate revenue in line with the Bancassurance sales strategy.

Responsibilities

- Drive the achievement of the set financial targets while delivering consistent, seamless and trusted customer service to ensure customer retention and loyalty.
- Work closely with the branches and business teams to ensure that set Bancassurance targets are met.
- Review the Bancassurance strategy and performance and take appropriate remedial action to assist all involved in the process to achieve desired performance.
- Provide leadership, direction and pace for Bancassurance taking appropriate steps to make organisation the preferred choice for insurance services.
- Ensure timely processing claims and renewal of insurance policies
- To identify cross selling opportunities for the bank's products.
- Obtain underwriting approval by completing application for coverage
- Relationship management for all insurance partners both internally and externally for efficient service delivery.
- Provide requisite support to Bancassurance teams whilst ensuring adherence to laid down processes, policies and procedures.
- Establish and sustain strong relations and network with all business units to identify insurance opportunities.
- Provide technical guidance and ensure continuous training of branches and business teams on all insurance products.
- Ensure full to internal policies/procedures, statutory and regulatory requirements

Education & Qualifications

- Bachelor degree in Insurance Business Administration or related fields

- Bachelor degree in Insurance, Business Administration or related fields
- Certification in insurance will be an added advantage.
- At least 5 years' experience in Bancassurance products sales and relationship management
- Proven sales track record within Banking, MFI, Insurance and related industries will be an added advantage.
- Knowledge in Credit Analysis and Monitoring, Financial Accounting as well as general knowledge of Banking policies and procedures.
- Results oriented, self-driven with a proven performance track record
- Excellent communication and interpersonal skills
- Strong leadership skills

Reporting To

Chief Manager - Commercial

Driving Licence

Not Required

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