



Job Description

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Job Title

Business Development Manager —
General Lines

Job Location

Dar es Salaam

Category

-

Job Type

Full Time

Job level

Manager

Industry

Insurance

Open to Expatriates

Only Open to Tanzanian Nationals

Minimum Requirements

Min Budget

-

Max Budget

-

Primary Industry

Insurance: 7 Years

Secondary Industry

-

Primary Category

-

Secondary Category

-

Certificate

-

Qualification

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Summary

Grow and retain a corporate client portfolio across general insurance lines — property, engineering, liability, motor fleet, marine, and employee benefits — delivering professional risk placement and claims advocacy that differentiates the company in the Tanzanian market.

Responsibilities

New Business

- Originate corporate and institutional clients across general lines; own an annual new-business target and a structured prospect pipeline.
- Lead tender/RFP responses, client risk presentations, and broker-of-record conversions.
- Develop sector niches (e.g. construction, logistics, manufacturing, hospitality, NGOs/donor-funded projects) with tailored propositions.

Portfolio & Placement

- Conduct client risk reviews; design and market insurance programmes; negotiate terms and premiums with insurers.
- Manage renewals end-to-end with early strategy, market testing and documented client advice.
- Ensure policy documentation accuracy, timely invoicing, and premium collection support.

Client Service & Claims

- Coordinate claims advocacy: notification, documentation, negotiation and settlement follow-through with insurers.
- Maintain service plans and regular review meetings for key accounts; log all activity in the CRM.

Education & Qualifications

Must-have

- 7+ years in insurance broking or insurer business development, with proven corporate production record

- Solid technical knowledge across property, casualty, motor, marine and employee benefits lines
- Bachelor's degree; progress toward ACII/CII or equivalent
- Fluent English and Kiswahili; strong presentation and negotiation skills
- Driving licence and willingness to travel in-country

Characteristics

- Hunter mentality with service discipline
- Technical credibility with clients and underwriters
- Negotiation and objection handling
- Organisation and pipeline management

Reporting To

Chief Executive Officer

Driving Licence

Not Required

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