



Job Description

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Job Title Insurance Sales Executive	Job Location Dar es Salaam	Category -
Job Type Full Time	Job level Intermediate	Industry Insurance

Open to Expatriates
Only Open to Tanzanian Nationals

Minimum Requirements

Min Budget -	Max Budget -	Primary Industry Insurance: 2 Years
Secondary Industry -	Primary Category -	Secondary Category -
Certificate -	Qualification -	

Summary

The role of an Insurance Sales executive is to sell insurance policies, through calls and meetings with existing and potential clients to grow the Company's customer base. His/her goal is to get information about clients' needs and match them with insurance policies offered by the Company to make a sale.

The Sales Executive will also be responsible for creating and maintaining customers' records.

Responsibilities

- Conduct market exploration, research, and development with the aim of promoting the Company's products in the country.
- Research and source potential clients and build long-term relationships with them.
- Networking and active business development of existing and new clients.
- Persuade prospective clients to engage in a phone conversation and/or meeting to discuss insurance products.
- Advise clients on the insurance policies that best suit their needs and correct claim practices required to get a claim settled.
- Working closely with the Business Development Manager to grow country sales.
- Customise insurance programs to suit individual clients and explain benefits and risks of the policy
- Fill-out and submit applications, issue quotes, maintain client records and prepare sales reports
- Keep abreast of industry and market trends and best practices.

Education & Qualifications

Bachelor Degree in Insurance or any equivalent qualification.

Requirements

- Two or more year of experience in the insurance field.
- Sales experience.
- Clients engagement experience.

Reporting To

Business Development Manager.

Driving Licence

Not Required

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