



Job Description

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

| | | |
|--|--------------------------------------|------------------------------|
| 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

To Apply for This Job [Click Here](#)