Insurance Broker (Principal Officer)

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Company: Fuzu

Location: Nigeria

Category: other-general

Job Summary

Contract Type:

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Requirements

Relevant Insurance Qualification

Chartered Insurance broker

Business Degree or equivalent will be an advantage

Minimum of 5 years experience at a Middle Management level in a business development and/or Sales related role

Proven business acumen and experience

Analytical and numeric skills inclusive of Financial Management, Accounting and Reporting

Advance knowledge of short-term insurance products

Preferred Skills:

Drives results

Deciding and initiating action

Flexibility and adaptability

Analytical thinking

Business acumen

High levels of integrity

Customer service orientated

Responsibilities

Responsible for the relationships with Brokers, Referral, and other business partners

Ability to think strategically and create new opportunities, as well as the operational understanding to ensure delivery of those opportunities to the benefit of the business unit as well as the wider Commercial and Personal Business.

Set and drive a high-performance culture.

Build strategic and operational alliances with business units within the business unit and the wider group.

Keep all stakeholders abreast of legislative changes by regulatory bodies and the opportunities they may bring in the Partner space for the Business Unit.

Deliver results in a matrix organisation

Develop, align and implement strategic direction

Developing and implementing short-term and long-term tactics for sales

Overall responsibility for developing, managing and implementing competitive sales and marketing strategies

Developing and executing a strategic plan to achieve sales targets and expand our customer base

Expand distribution channels to increase revenue generation opportunities

Recruit and manage sales teams and administration support teams

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