

Sri Lanka Insurance, the "Most Loved Insurance Brand" in the country is the largest and the strongest player in the Insurance Industry with over 158 branches island wide and the largest General Insurance advisor base. The company is Seeking senior General Insurance Sales Trainers to join their regional training network.

Reporting to Senior Manager, Training and Development of Sri Lanka Insurance you will be responsible in delivering specified regional General insurance business objectives by developing, and facilitating training programmes for the Sales force in your region. Assess the needs of the business, identify gaps and implement training and development plans.

Managers / Assistant Managers

General Insurance Sales Training

Regions:

- Uva
- Southern
- Western
- Wayamba

- North Central
- Central
- Rathnapura
- North & East

Job Duties & Responsibilities;

- You will be responsible for the Regional business targets, through identifying training gaps and needs and delivering correct training tools achieve the Regional business KPIs.
- Liaise closely with the Regional Field Sales Management to analyze and identify the training needs
- Prepares new sales recruits by conducting orientation to sales process; developing individual coaching plans; providing resources and assistance; scheduling orientation drive-along with Senior Regional Sales Management.
- Determines training needs by travelling with Insurance Advisors; observing sales encounters; studying sales results reports; conferring with Regional Sales Management.
- Monitor individual results and provide coaching; conducting training sessions; developing outcome improvements.
- Improves training effectiveness by developing new approaches and techniques; making support readily available; integrating support with routine job functions.
- Supports training financial objectives by recommending budget items; controlling costs.
- Updates job knowledge by participating in educational opportunities; reading professional publications; maintaining personal networks; participating in professional organizations.
- Accomplishes sales training and organization mission by completing related results as needed.
- Support the assigned regions to achieve the international awards , targets such as MDRT & LIMRA

Qualifications & Pre – requisites

For Managers

- Degree/Master Degree/Special Degree from UGC approved university or equivalent professional qualification from recognized Institute with Minimum of 07 years' experience in the General insurance sales/ Marketing/ Underwriting/ Training out of which minimum 3 years experience in the capacity of an Assistant Manager or above

For Assistant Managers

- Degree/Master Degree/Special Degree from UGC approved university or equivalent professional qualification from recognized Institute with minimum of 05 years' experience in the General insurance sales/ Marketing/ Underwriting/ Training out of which minimum 3 years experience in the capacity of Executive capacity or above grade

Together with

- Should possess excellent oral, written and presentation skills.
- Should be a self-motivator with excellent communication and inter-relation skills across cross segments of society.
- Relevant professional qualification in Sales/ Marketing/ Underwriting/ Training would be a added advantage
- Clear and continuous track record in performance
- Age preferably below 40 years

If you believe you possess the above qualifications & experience, send in your CV along with the names of two non – related referees within 07 days of this advertisement to the address given below, stating the post applied for on the top left corner of the envelop or e-mail it to jobs@srilankainsurance.com stating the post applied for on the subject line.

Deputy General Manager – HR & ER

Sri Lanka Insurance, No 21, Vauxhall Street, Colombo 02.
Company Registration Number: PB 289