

# JOIN OUR TEAM!

## Trainee Relationship Executive (Bancassurance) – Nochchiyagama

**Union Assurance** is a leading corporate citizen in the Life Insurance industry backed by the strength and stability of one of Sri Lanka's largest conglomerates – **John Keells Holdings PLC**. Standing on a cornerstone of protecting the lives of Sri Lankans for more than 33 years, we have won the hearts of our customers and employees alike with our integrity and professionalism. Our way of working is all about accepting and embracing our values, and being socially responsible.

### THE JOB



The primary responsibility of this function is to sell Life Insurance products through the bank channels by building long term relationship with the banks and providing complete after sales services to these clients.

### Principal Accountabilities:

- Prepare quotations and proposals, negotiate terms and closure of sales
- Explore opportunities to develop new markets or segments
- Build a good customer base in order to explore opportunities to cross-sell & up-sell
- Ensuring existing bancassurance clients are offered superior services
- Building long term relationship with the bank staff by ensuring all their queries are addressed promptly and relevant technical guidance is provided
- Accept & follow up on request & complaints received from clients and ensuring claim requests are serviced
- Provide market research and customer feedback to the Company for development of new products and enhancement of existing ones to suite the bank segment needs

### Qualifications and Experience:

- Minimum two passes in A/Ls and Credit passes for Mathematics and English for O/Ls
- At least 2 years' experience in sales oriented role preferably in to handling leasing, credit card sales, personal loans, microfinancing etc.
- Professional certification in Insurance, sales, marketing or any other relevant field will be an added qualification
- IT proficient (especially Ms. Word, Excel, PowerPoint and Outlook).
- Result Orientation- performance oriented.
- Interpersonal Skills- excellent interpersonal skills and should be approachable.
- Ability to work in high pressure environment and ability to Multitask
- Industry Knowledge – well versed with product knowledge and industry trends will be an added advantage.

**The selected candidate for the above position will be entitled to an attractive remuneration package. Applicants who are interested are encouraged to apply on or before 31<sup>st</sup> August 2021 via [careers@unionassurance.com](mailto:careers@unionassurance.com)**