

Assistant Manager/Executive - Corporate Sales

Job Profile

Develop traditional, non-traditional channel/product to complement the regular business. Develop a healthy business pipeline on co-operate B2B to achieve set monthly targets / Participate actively in product/ strategy development in relation to the broader development of the Corporate Partnership Channel. Develop & maintain excellent relationships with internal as well as external partners.

Key Duties & Responsibilities

- Develop a good healthy pipeline on cooperate B2B level in group life and medical to achieve the monthly sales target.
- Identify alternative products / Channels.
- Develop Strategies.
- Maintaining the agreed level of service standards from a company and customers' perspective.
- Maintain good and favourable relationships with cooperates.
- Assist in company image/brand building and CSR activities.
- Attend corporate events in networking and relationships building.

Requirement & Experience

Qualifications & Experience

- Minimum 2 to 3 years experience in a similar position in Insurance Industry is a definite advantage.
- Professional Qualification in Marketing & Sales. Preferably with an MBA (for AM category).
- Good communication skills in Sinhala/Tamil and English Languages.
- Exceptional interpersonal skills,
- A self-motivator and a good team player.

Expires on : 2022/09/30