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SRI LANKA
2022

We believe in developing careers through varied exposures. It is our aim to provide growth opportunities for the right talent. In this quest, you now have the opportunity to grow and contribute to an organization that is geared for success.

Assistant Manager - Bancassurance

Job Role:

- Responsible for achieving the topline and bottom-line goals of HNB Towers' HNBGI operation.
- Project coordination - Initiation and coordination of national projects for HNB SME Business and HNB Micro Finance Business.
- Relationship Management – Maintaining relationships with bank relationship managers and other relevant stakeholders.
- Partnership coordination with the bank and relevant stakeholders.
- Responsible for improving the conversion ratios of the relevant business verticals.
- Initiating multi-channel business streams for the Towers operation.
- Sales coordination – Pre- and post-sales coordination to enhance service levels.
- Maintaining the productivity levels of the channels.
- Facilitating bilateral communication between the HNBGI network and the HNB network to ensure smooth operation.
- Maintaining records of projects and operations.
- Maintaining dashboards and monitoring progress.

Job Pre-Requisites:

- Minimum of 6 years of experience in sales or marketing or in the field of insurance, with at least one year of experience in a similar capacity.
- Completion of Ordinary and Advanced levels is mandatory.
- Completion of Insurance-related qualifications will be an added advantage.
- Professional qualifications are also an added advantage.
- Strong interpersonal skills. (Trilingual skills will be an added advantage)
- Excellent communication skills – both written and verbal.
- Experience in similar or related roles is an added advantage.
- Analytical skills with knowledge of MS Office.

If you believe you are the right person we are looking for, forward your complete resume together with contact numbers and the names of two non-related referees to reach us within 10 days of this advertisement by email to dilhani.shanika@hnbgeneral.com

(State the position applied in the subject line)