

KEY ACCOUNTS EXECUTIVE - BROKER SERVICING LIFE

As Sri Lanka's national insurance services provider and the country's largest and Strongest insurance provider, Sri Lanka Insurance is backed by decades of industry expertise and the most experienced insurance sector technical knowledge base in the country.

Join the team of highly qualified and most experienced insurance professionals in the country to experience unparalleled opportunities for career growth and personal development opportunities within a performance driven culture.

Job Duties & Responsibilities;

- Produce sales results consistent with company's objectives while adhering to set KPI's.
- Service all assigned brokers and corporate clients.
- Canvass new business through brokers whilst retaining the existing business.
- Build relationships with the key personnel of the leading brokers.
- Act as the Key contact point for the brokers at SLIC and attend to all the correspondence pertaining to the assigned brokers and corporate clients.
- To educate the brokers of new developments at SLIC, i.e. new products, policy changes, rating changes, etc
- Handle administrative aspects of responsibility, including providing accurate timely reports, expense management and competitor awareness.
- Increase awareness of SLIC's service line with the brokers; demonstrate sales effectiveness in approaching new & prospective brokers and regular follow-ups to increase the success rate.
- Demonstrate initiative, creativity and innovation in pursuit of increased client penetration.
- Continued education/development in knowledge of all aspects of Life Insurance.
- Follow up other ad hoc duties assigned by your superiors from time to time.
- Display self-starting behavior, set and achieve competitive goals, and operate independently without day-to-day management oversight.
- Regular and prompt follow up meetings with brokers while maintaining professional standards.
- Consistent up date of ones knowledge on insurance and the financial markets at large.

Qualifications & Pre – requisites;

- Minimum of 5 years experience in sales. Preferably in the field of Insurance.
- Passed G.C.E. O/L with minimum six subjects including Mathematics and Sinhala/Tamil
- Fully or partly qualified in CIM/SLIM or Insurance/Sales related qualifications
- Business Development exposure is essential, preferably in the area of Key Accounts.
- Excellent communication skills in English, Sinhala/Tamil.
- A self driven leader & team player with a pleasing personality .
- Clear and continuous track record in performance
- Age preferably below 35 years.

If you believe you possess the above qualifications & experience, please submit the application along with the names of two non – related referees within 7 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

