



Best
Workplaces™

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SRI LANKA
2022

We believe in developing careers through varied exposures. It is in our aim to provide growth opportunities for the right talent. In this quest you now have the opportunity to benefit from internal opportunities to grow and contribute.

Manager / Senior Manager - Agency Channel

Job Role:

- Having the ability to work hand in hand with the management while understanding the culture and respecting the vision and mission of the organization.
- Identifying new trends pertaining to channel development and growing the channel to be the most sorted channel in HNBGI.
- Having the Strength of attracting and introducing new agents to the HNBGI (Recruitment)
- Ability of monitoring, control, and follow up on agency management, specially taking accountability as a real leader.
- Enabling the Agents to concentrate on the business while supporting them in their operational activities by liaising with head office officials.
- A unique Sales process to be implemented across the board and ensure to drive the same with full accountability.
- Maintaining and adhering to all agency regulatory guidelines and supporting the other channels to maintain harmony across the board.
- Hunt for new business partnerships (B2B, digital, etc) and business promotional activities across the board to bring some additional GWP to the channel.
- Ability to visit low perform agents and provide them on-the-job coaching island-wide.

Job Pre-Requisites:

- Process of a minimum of 08 years' experience in the field of Insurance
- One or more of the following qualifications will be an added advantage
 - A. Degree or any other relevant qualification in Insurance or Marketing
 - B. Degree or any other relevant qualification in Management
 - C. An MBA from a recognized university
- Excellent oral and written communication & presentation skills

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 shashika.jeevanthi@hnbgeneral.com.
(State the position applied on the subject line)