

AREA MANAGER (Bancassurance 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.

AREA MANAGER attached to Bancassurance – Life Department to provide leadership in achieving of assigned top line budgets of following Bancassurance Operational Area;

■ NORTH CENTRAL

Job Duties & Responsibilities;

- **Business Planning** – Prepare annual, monthly business and activity plans with the advice of the Superiors. Conduct review meetings with the assigned Bancassurance Sales Teams and with the respective banks.
- **Sales Management** - Be responsible to achieve the set Revenue Targets from the assigned Bancassurance operational area monthly and yearly. Monitor the sales activities of the sales teams in the assigned Bancassurance operational area and coach them in the field by visiting the bank branches.
- **Administration** – Ensure the smooth and economical customer friendly business operation with banks and other financial institutes which are coming under your purview. Maintain discipline among the staff assigned to you and report any issues or shortcomings to the Supervisors.
- **Business Promotion** – Organize and conduct promotional campaigns planned by SLIC. Provide feedback on the effectiveness of the promotional campaigns conducted.
- **Performance Management** - Ensure above average performance of the assigned staff of the allocated Bancassurance operational area. Use performance management tools to evaluate the staff assigned to you.
- **The other assigned business related tasks.**

Qualifications & Pre – requisites

- Passed G.C.E. O/L with minimum 06 subjects including Mathematics & Sinhala/Tamil
- G.C.E. A/L will be an added advantage
- Fully/partly qualified in SLIM/CIM or Insurance/Sales related qualification will be an added advantage
- Minimum 5 years of work experience in the insurance field preferably bancassurance with exposure to Sales and presently in Executive capacity or above. Business Development exposure is essential.
- 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 50 years.

If you believe you possess the above qualifications & experience, send in your CV along with the names of two non – related referees within 07 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 & ADMINISTRATION
Sri Lanka Insurance, No 21, Vauxhall Street, Colombo 02.
Company Registration Number: PB 289

