

## **MANAGER - BUSINESS DEVELOPMENT (GENERAL INSURANCE)**

We are on the look-out for a competent **Business Development Manager** for our client which is a leading company that is based in **Rajagiriya** .

### **Job Responsibilities**

- Crafting annual, monthly, and quarterly sales plans for both individual and corporate clients.
- Collaborating with the core team to achieve ambitious sales targets.
- Compiling crucial data from potential clients and the market, meticulously maintaining records.
- Coordinating and conducting meetings with corporate clients, ensuring effective follow-up.
- Collaborating closely with the technical team throughout the quotation process until insurance cover confirmations are secured.
- Nurturing existing client relationships, efficiently managing portfolios and handling claims on behalf of clients.
- Taking the lead in recruiting, training, and developing a high-performing sales team, motivating them to surpass targets.

### **Requirements**

- Degree or equivalent professional Qualification in Marketing or a relevant field
- Minimum of 6 years experience in the **insurance industry** for a similar role.
- Experience related to the **insurance brokering firm** will be an added advantage.
- Excellent in English is a must with Sinhala is essential (Tamil being an added advantage)
- Having a very good knowledge of MS office, CRM, ERP Systems and related tools.
- Ability to work independently with communication and people management skills.
- Require to have a valid driving and riding license

Salary is negotiable and will commensurate with qualifications and experience to the right candidate.

If you are the one we are seeking for, kindly forward your **complete resume giving full details of qualifications and experience along with two non-related referees, in PDF format** to [mploutsource@gmail.com](mailto:mploutsource@gmail.com)

(Indicate "**Business Development Manager**" in the subject box of your e-mail)

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