

LEAD . GROW . SUCCEED



As we continue to scale and evolve, we are committed to acquiring top talent, who can drive transformation, shape the future and elevate our journey. If you have the vision and expertise to make a lasting impact, the opportunity to lead and grow within our organization is yours.

Business Development Manager (North Western Region)

Job Role:

- Develop and nurture positive relationships with HNB banks to ensure a strong partnership.
- Oversee bancassurance desks, providing leadership and guidance to achieve targets effectively.
- Drive the achievement of new business monthly targets through strategic planning and implementation.
- Ensure timely collections, including Renewable and FYP (First Year Premium), to optimize revenue generation.
- Facilitate the timely completion of branch recruitments, ensuring a qualified and motivated team.
- Identify opportunities for growth and expansion by developing new bancassurance desks and exploring new market segments.

Job Pre-Requisites:

- Minimum of 2 years of previous experience in the same capacity in insurance industry with proven team-leading capabilities.
- Demonstrated coaching and training skills to develop and empower team members.
- Willingness and ability to travel long distances for business purposes.
- Outgoing personality with a smart demeanor, capable of building rapport and fostering positive relationships with clients and team members alike.
- Holding a relevant professional Marketing qualification is an added advantage.

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 careers@hnbassurance.com

