



We're Hiring! Join our Team

Position: **RM Bancassurance**
Location: **Head Office**



Qualified candidates **MUST** send their **CV & Cover Letter** attached with all **academic certificates**.

All applications **MUST** be sent electronically through:

Email: **recruitment.tanzania@ubagroup.com**

Email subject: **Application for Relationship Manager, Bancassurance**

Deadline: 15th May 2024



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INTRODUCTION

We are looking for a Relationship Manager bancassurance to join our team to manage and oversee bancassurance strategy, lead the collaboration between our bank and our insurance partners. You will be in charge of developing and executing the bancassurance business, monitoring and driving the sales results, providing coaching and guidance to the bank staff, and ensuring adherence to the regulatory and quality requirements.

To be successful as a Relationship Manager bancassurance, you should have a solid background in insurance and banking, as well as strong leadership, communication, and analytical skills. You should also have a customer-oriented mindset and a passion for delivering innovative and profitable solutions.

A knowledge in government/public sector business is an added advantage.



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RESPONSIBILITIES

- Develop and implement the bancassurance strategy and objectives in alignment with the bank and the insurance partners.
- Design norms and procedures of all existing processes.
- Ensure achieve the Bancassurance sales targets and KPIs.
- Provide training and support to the bank staff on the insurance products, sales skills, and operational processes
- Relationship Management for all Bancassurance partners and business stakeholders, internally and externally to identify opportunities and ensure efficient service delivery to all stakeholders including improved customer service.
- Ensure compliance with the bank's policies and the insurance regulations and standards
- Monitor and evaluate the bancassurance performance and identify areas for improvement and growth
- Prepare and present regular reports and feedback to the senior management and the insurance partner
- Ensure that reconciliations and payments are done to the insurance partners as well as the insured customers in case of incidents.
- Research and analyse the market trends and customer needs and propose new products and initiatives.



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QUALIFICATIONS

- Bachelor's degree in business, Finance, Insurance, or business related field
- A certificate of Proficiency in Insurance (COP)
- At least 4 years of experience in banking and insurance, preferably in a bancassurance role
- Knowledge of the banking and insurance products, services, and regulations
- Proficient in Microsoft Office.
- Excellent leadership, communication, and interpersonal skills
- Strong analytical, problem-solving, and decision-making skills
- Customer-focused, results-oriented, and innovative
- Fluent in English

Kindly note that,
only shortlisted candidates
will be **contacted!**



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