



AFRICAN BANKING CORPORATION LIMITED

EXCITING CAREER OPPORTUNITY

ABC Bank is a leading Commercial Bank that has been in existence for the last 35 years. The Bank is seeking to recruit a dynamic, creative, self-driven and highly motivated experienced professional with a good knowledge and proven sales track record of Insurance products.

POSITION: MANAGER - BANCASSURANCE

The staff will be responsible for the Insurance Business Development and Growth within the bank to generate revenue inline with the Bancassurance sales strategy.

REPORTS TO: HEAD OF SME BANKING

Key Responsibilities:

- Drive the achievement of the set financial targets while delivering consistent, seamless and trusted customer service to ensure customer retention and loyalty.
- Work closely with the branches and business teams to ensure that the set Bancassurance targets are met.
- Review the Bancassurance strategy and performance and take appropriate remedial action to assist all involved in the process to achieve desired performance.
- Provide leadership, direction and pace for Bancassurance taking appropriate steps to make ABC Bank the preferred choice for insurance services.
- To identify cross selling opportunities for the bank's products.
- Relationship management for all insurance partners both internally and externally for efficient service delivery.
- Provide requisite support to Bancassurance teams whilst ensuring adherence to laid down processes, policies and procedures.
- Establish and sustain strong relations and network with all business units to identify insurance opportunities.
- Provide technical guidance and ensure continuous training of branches and business teams on all insurance products.

Minimum Qualifications, Knowledge, Experience & Key Competencies

- Bachelor's Degree in Business related field from a recognized university.
- Diploma in AIIK will be an added advantage
- At least 5 years' experience in Bancassurance products sales and relationship management or 2 years in a similar supervisory role.
- Proven sales track record within Banking, MFI, Insurance and related industries will be an added advantage.
- Knowledge in Credit Analysis and Monitoring, Financial Accounting as well as general knowledge of Banking Policies and Procedures.
- Excellent interpersonal and communication skills.
- Team worker with great attention to detail.
- Results oriented, self-driven with a proven performance track record.

If you believe you meet the above requirements, send your application together with a detailed CV indicating how your experience matches the position requirements.

Please send your application on or before **24th December 2021** on the following address **recruitment@abcthebank.com** Please put the position applied for as the subject of the email.

Only short listed candidates will be contacted. Canvassing will lead to automatic disqualification.