

Job Profile for Agency Manager, Alpha Sales Force

Location: Port Harcourt.

Upskill and motivate Advisors towards effectively implementing sales strategies for retail insurance sales. Must passionately represent the company and be able to ethically coach Advisors and grow the Alpha Sales Force. Is the main communication link between AXA Mansard and the Alpha Sales Force Advisors.

Role Qualification:

- **Academic/Professional:** Bachelor's degree from a reputable tertiary institution in addition to a professional qualification (i.e. CII or CIIN or other of similar equivalence).

Work experience: At least 5 years' experience in Financial Services with minimum 2 years' experience in Insurance Business Sales.

- Experience in managing a commissions-only distribution model will be an advantage

Key Responsibilities:

- Analyze and interpret financial statements and sales data.
- Achieve growth and hit sales targets by successfully managing the sales team whilst meeting other key performance indicators set out per year.
- Identify and source new Advisors by having the initial contact with prospects and maintain the pipeline.
- Supervise (includes coaching and mentoring), train, motivate and develop Alpha Sales Force Advisors
- Formulating sales strategies for different products and achieving set sales target
- Recruitment and management of Alpha Sales Force Advisors
- Review Assistant Agency Managers' sales reports to establish trends and identify areas for improvement
- Identify viable sales strategies to be implemented by Advisors
- Carry out appraisal for Assistant Agency Managers
- Manage and maintain weekly, monthly and all required sales reports.
- Identify trends in retail business and proactively advice Group Head on potential actions to take.
- Identify and escalate actual and/or potential operational and administrative issues to the Group Head's attention
- Assist in identifying required resources and personnel to achieve revenue budget of the group
- Negotiate rates with underwriters
- Presentation of the team's performance at the company's MPR, QBR & Budget meetings
- Seek approval for accepting/processing transactions when required
- Any other duties assigned by the Group Head, Entrepreneurial Sales Force or the Head, Retail Division

Required Competencies

- Proficient in Microsoft Office
- High level of initiative and ability to work with minimal supervision
- Ability to analyze and interpret sales data to inform sales strategies
- Ability to work individually and as part of a team.
- Strong business sense and industry expertise
- Successful previous experience as a sales representative or sales manager, consistently meeting or exceeding targets
- Self-motivated, with high energy and an engaging level of enthusiasm
- Must be driven, with an entrepreneurial spirit
- High level of integrity and work ethic
- Good time management, supervisory and analytical skills
- Good Planning and organizing skills
- Willing to travel when necessary
- Excellent Communication skills
- Excellent Negotiation skills
- Good Presentation skills
- Good Planning and organizing skills

Interested Applicants should send their CVs to **jobtalentrecruit@gmail.com** stating the role applied for as subject of mail. e.g “Agency Manager, Alpha Sales Force”