

Job Profile for Head, Emerging Customers & Public Sector

Responsible for Developing, executing, and implementing micro-health insurance Inclusion projects and distribution partnerships effectively – within agreed timelines to meet set milestones and budget. The Head Emerging Customers and Public Sector is also responsible for growing the company share and revenue in the Public Sector market

Role Qualification:

- **Academic/Professional:** BSc. Degree from a reputable tertiary institution
- **Work Experience:** Minimum 5 years total work experience with at least 2 in related role

Key Responsibilities:

- Actively promote financial inclusion and increased penetration of health insurance products and services amongst Emerging Customers and the Public Sector
- Supervise and drive partner engagement activities.
- Manage relationship with partners from initiation to launch.
- Drive understanding of partner KPI and application of Insurance solutions as value added services to partner.
- Supervise sales of Emerging Customers products by all Partners.
- Monitor Partner performance.
- Actively seek new business opportunities and client accounts.
- Identify viable business development strategies to be implemented by team members.
- Manage and enhance relationship management activities of all existing and potential client, prospects, and partners.
- Proactively analyse and manage customers' data; make it readily available for business decisions whenever is required by the Group Head.
- Manage development plans for team members.
- Identify trends and proactively advise Group Head on potential actions to take.
- Assist in identifying required resources and personnel to achieve revenue budget of the group.
- Engage internal teams required to ensure the launch of partnerships, products and schemes.
- Identify and facilitate the design of innovate products or appropriate product mix for Partners and clients in the emerging customer space.
- Accelerate the development of Public Sector Market.
- Identify viable strategies for growth and retention of Public Sector clients.

Required Skills and Competencies

- Selling Skills
- Knowledge of the business

- Interpersonal & team building skills
- Analytical & problem-solving skills
- Good oral communication and professional writing skills
- Team leadership abilities
- Relationship management skills
- Organisational skills
- Time management

Interested Applicants should send their CVs to **jobtalentrecruit@gmail.com** stating the role applied for as subject of mail. e.g., “Head, Emerging Customers & Public Sector”.