

Job Profile for Head Retail Partnership (Insurance Partners-CSD & Wealth)

Responsible for Overseeing, managing, and supporting the Commercial Solutions Division and AXA Wealth Insurance Partners activities to achieve health budgets. The Head Retail Partnership will also be required to Co-manage relationship with the Clients' HR Leaders and Upskill/motivate Team Members towards effectively implementing sales strategies for health product sales with Partners.

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:

- Assist in closing sales of health insurance products from all Partners.
- Monitor team performance with customers/Partners.
- Actively seek new business opportunities and client accounts, make presentations to defend and convert businesses by carrying out a portfolio review of all accounts.
- Manage and enhance relationship management activities of all existing and potential client prospects.
- Establish and manage relationship with Clients' HR Leaders.
- Proactively analyse and manage customers' data; make it readily available for business decisions whenever is required by the Group Head.
- Review team sales reports to establish trends and identify areas for improvement.
- Identify viable sales strategies to be implemented by team members/partners.
- Manage and maintain weekly, monthly and all required sales reports.
- Manage development plans for team members.
- Identify trends in the business space and proactively advise 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 teams.
- Negotiate rates with underwriters; seek approval for accepting/processing transactions when required.
- Presentation of the SBU's performance at the Monthly MPR, QBR & Budget meetings
- Carry out appraisal of team members.
- Ensure that Transaction Officers capture complete and accurate information on the ERP database/TOSHFA and booking platform for Partners.

Required Skills and Competencies

- Selling Skills
- Knowledge of the business
- Interpersonal & team building skills
- Analytical & problem-solving skills
- Good oral communication and professional writing and presentation 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 Retail Partnership (Insurance Partners-CSD & Wealth)”.