

Job Profile for Head, Manufacturing and Construction

To establish the company as a dominant player in the Health sector via the development and management of vibrant Corporate Clientele base. The critical direction is to lead the Company to maintain a dominant position in the Abuja & Northern Business segment and manage client relationships for sustainable growth

Role Qualification:

Academic/Professional: BSc/Degree in any related discipline from a reputable Tertiary Institution. Relevant postgraduate and or possession of professional qualification like CII or CIIN or other of similar equivalence) and or an MBA will be an added advantage.

Work Experience: 5 - 7 years professional experience with at least 3 in related position

Key Responsibilities:

- Primarily market and sell HMO products and other ancillary services to institutional clients of Abuja & Northern Businesses
- Contribute to the growth of client base in the sector
- Build business relationship with potential clients in the team's industry sector
- Responsible for the preparation of proposals
- Responsible for the preparation of the team's Monthly Performance Report
- Reviews weekly and monthly activities report
- Prepare and monitor team's budget
- Responsible for reconciliation of customers' accounts on a monthly basis
- Responsible for the maintenance of company's service excellence standards
- Manage and deepen key client relationships
- Coordinate the business development activities of Upcountry Business unit
- Keep a documentation of visit to prospects to facilitate follow-ups
- Follow up with business leads and negotiations
- Responsible for the collection of clients data form with collaboration of quality assurance department
- Prepare pre and post call memos
- Follow up with the contract agreements and renewals
- Manage and enhance relationship management activities of all existing and potential client prospects
- Facilitate performance appraisals of team members
- Carries out any other assignment that might be delegated by the Group Head/CEO from time to time

Required Skills and Competencies

- Analytical
- Communication skill
- Organizational
- Proven ability to meet / exceed targets and deadlines
- Knowledge of Healthcare Industry & Operations
- Customer Service
- Process Improvement

- Confident
- Strong leadership
- Relationship management
- Strong interpersonal skill
- Problem solving
- Time management

Interested Applicants should send their CVs to **jobtalentrecruit@axamansard.com** stating the role applied for as subject of mail. e.g., **“Head, Manufacturing and Construction”**.