

Job Profile for Officer, Alternative Channels

- Support the development of partnerships with leaders in the Nigerian market with the purpose of smooth business-to-customer transactions and business-to-business
- Ensure coordination of effective and strategic partnerships and collaborative opportunities in the online & offline space

Role Qualification:

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

Work Experience: Minimum of 2 years professional experience in related positions.

Key Responsibilities:

- Acquire new partners and maintain existing relationships.
- Drive sales through the conventional and non-conventional channels to increase customers' Insurance uptake through effective collaboration with Third party partners and Marketing team
- Contribute to the growth of client base within AXA Direct with focus on Insurance and Health Business through partnerships
- Work with the Sales teams and Emerging customers Team to leverage their reach to acquire new partners.
- Train and support sales teams on knowledge required to onboard partners
- Perform business development functions by working closely with underwriters and Emerging customers for the design and development of non-conventional insurance products.
- Work with the Automation Team and User Experience Team to ensure constant optimization of digital assets targeted at these partners
- Work with all members of the Digital group and entire organization to automate partnership processes and deploy new digital assets tailored for partners.
- Provides different periodic reports for internal stakeholders
- Carries out any other assignment that might be delegated by the Team Lead /Group Head/Director from time to time

Required Skills and Competencies

- Interpersonal & team building skills
- Strong Analytical & Problem-solving skills
- Oral & Written Communication and Presentation Skills
- Innovation and Service delivery
- Selling and Customer Relationship Management skills

Interested Applicants should send their CVs to **jobtalentrecruit@axamansard.com** stating the role applied for as subject of mail. e.g., **“Officer, Alternative Channels”**.