

## **Job Profile for Strategic Life Business Development Executive**

This role strategically resides at the heart of the L&S Business, executing strategies that will deliver business growth/value in active collaboration with core shared services functions including Distribution, Product Development, Technology, Business Transformation, Marketing & AXA Direct

### **Role Qualification:**

**Academic/Professional:** Relevant first degree in any discipline, MSc/MBA/ACII/ACIIN will be an added advantage.

**Work Experience:** Minimum 10 - 15 years professional experience, preferably in the Financial Services Industry with at least 6 in related position and at least 4 years Leadership experience.

### **Key Responsibilities:**

- Working with sales and Distribution teams to achieve revenue goals for the life and savings business
- Keep the life business in focus ensuring that the Lob Is given an equal amount of attention as other LoBs
- Develop Product specific Sales Strategies and ensure ease of sales through the constant improvement of distribution tools in collaboration with BTU and tech
- Own the monthly performance reporting for the life business
- Keep abreast of opportunities and devise strategies to convert them into viable and profitable ventures
- Periodically conduct an intelligent study of competitors and market trends to aid premium determination and operation
- Prepare and deliver trainings to distribution teams to enhance product knowledge
- Develop and implement strategies towards ensuring the optimization of relationship with our partners.
- Grow the volume of transactions from brokers while supervising and driving the relationship management activities within the team including the maintenance of the required level of relationship with Brokers.
- Drives the preparation, implementation and achievement of the L&S budget and all other agreed activities towards the achievement of the company's corporate objectives
- Define annual product strategy and roadmap for all life and savings products
- Be a market expert, understanding the reasons customers purchase life products. This includes a deep understanding of competition, and how customers think of and buy AXA Mansard Life products.
- Work with the marketing team to gather customer feedback and improve product specification
- Work with the research and product development team on development of new products to grow the life and savings segments
- Acts as the internal (distribution teams) and external customer advocate articulating the user's and/or buyer's needs
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- Acts as the internal (distribution teams) and external customer advocate articulating the user's and/or buyer's needs
- Participate in and contribute to management meetings with a view to sharing experience for the benefits of robust decision making and knowledge impartation
- Positively represents the company by being a thought leader in the industry
- Provides coaching and mentoring to members of the L&S team.
- Any other responsibilities that might be required by the Head of Life Business/CEO from time to time.

### **Required Skills and Competencies**

- Knowledge of Insurance Industry(L&S), Products & Operations
- Analytical & Strategic; Strong Communication skill
- Proven ability to meet / exceed targets and deadlines
- Good understanding of financial statement analysis and reporting
- Very good selling and relationship management capabilities
- Good knowledge of the relevant regulatory frameworks and the regulatory environment; Strong Stakeholder Management skills
- Excellent understanding of the financial services landscape and inherent risks in non-bank financial services industry.
- Customer Service; Process Improvement
- Strong interpersonal & team building skill
- Complex Problem-solving ability
- Confident and strong Collaboration Skills
- Strong leadership and team management abilities
- Time management
- Self-management

Interested Applicants should send their CVs to **jobtalentrecruit@axamansard.com** stating the role applied for as subject of mail. e.g., “**Strategic Life Business Development Executive**”.