

Job Profile for Team Lead Downstream

Designs & executes the growth strategy of the team, including the achievement of profitability targets and other KPIs. Responsible for co-ordinating the management of relationships with the team's clients and brokers.

Role Qualification:

- **Academic/Professional:** Relevant first degree in any discipline, an MSc or MBA will be an added advantage.
- **Work Experience:** Minimum 3 - 5 years professional experience, preferably in the Financial Services Industry with at least 2 in related position and at least 1 year in Leadership experience.

Key Responsibilities:

- Develops and implements strategies for business development for the Downstream team
- Scope the market and carry out detailed analysis of each sub-sector managed with a view to growing the Downstream market share.
- Sets appropriate targets for the team in line with overall corporate objectives.
- Develop and implement strategies towards ensuring the optimization of relationship with our partners.
- Supervises and drives the relationship management activities within the Downstream team including the maintenance of the required level of relationship with Brokers.
- Grow the volume of transactions from the brokers managed by the Group
- Directly manage the relationship with key stakeholders of customers within the Downstream team.
- Develop and implement strategies for business development for the Downstream team including the nationwide expansion of the Downstream market share.
- Drive the preparation, implementation and achievement of the Downstream's budget and all other agreed activities towards the achievement of the company's corporate objectives.

Required Skills and Competencies

- Analytical & Strategic
- Communication skill
- Proven ability to meet / exceed targets and deadlines
- Knowledge of Insurance Industry, Products & Operations
- 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.

- Excellent understanding of the financial services landscape and inherent risks in non-bank financial services industry.
- Customer Service

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