

Sri Lanka Insurance

No. **1**

in the General Insurance sector in the country is looking for No 01 sales professionals in the field to be a part of their success story.

Sri Lanka Insurance the state insurance giant with 6 decades in operation backed by the most experienced technical knowledge base in the country, front ending the insurance needs of the country's major national projects is on the lookout for a dynamic sales professional to join the winning team.

If you have experience in managing a client portfolio and is a peoples' person with a flare for relationship management, we would like to hear from you.

MANAGER / ASSISTANT MANAGER - CORPORATE BUSINESS

Job Duties & Responsibilities;

- Plan, execute and manage duties in order to achieve the sales targets inline with company objectives
- Build & manage large Portfolios, Groups of clients with a healthy mix of products in General Insurance category
- Develop and maintain long-term strategic relationships with corporate clients to enhance new business opportunities
- Develop and innovate solutions for corporate clients in addition to current product portfolio and lead the business in improving those products
- Educate the corporate clients with respect to new developments at SLIC and obtain customer responses and feedback
- Expand the business by reaching new markets (corporate)
- Produce sales results consistently in order to achieve company's top and bottom line objectives
- Handle administrative aspects of responsibility, including providing accurate and timely reports, expense management and competitor awareness

Qualifications / Pre-requisites / Requirements for the position; (MANAGER - CORPORATE BUSINESS)

- Full/ Partial qualification in CIM / SLIM or Insurance / Sales related qualification with minimum three (3) years' experience in Executive capacity or
 - Passed G.C.E. O/L with 8 years' experience in Sales, Management, Key Account Management, or relevant experience and presently in Executive capacity or above, preferably in corporate sales
- together with
- Continuous achievement track record in performance
 - A self-driven leader with excellent communication skills which includes Sinhala/Tamil and English and a pleasing personality
 - Proven capability in building effective interpersonal relationships
 - Age preferably below 45 years

Qualifications / Pre-requisites / Requirements for the position; (ASSISTANT MANAGER - CORPORATE BUSINESS)

- Full/ Partial qualification in CIM / SLIM or Insurance / Sales related qualification with minimum three (3) years' experience in Executive capacity or
 - Passed G.C.E. O/L with 6 years' experience in Sales, Management, Key Account Management, or relevant experience and presently in Executive grade capacity or above, preferably in corporate sales
- together with
- Continuous achievement track record in performance
 - A self-driven leader with excellent communication skills which includes Sinhala/Tamil and English and a pleasing personality
 - Proven capability in building effective interpersonal relationships
 - Age preferably below 45 years

The selected candidate will be initially offered a fixed term contract of three (3) years with an attractive remuneration package

If you believe you possess the above qualifications and experience, please submit the application indicating the preferred branch along with the names of two non-related referees within 07 days of this advertisement to the address given below, stating the post applied for on the top left corner of the envelope or e-mail to jobs@srilankainsurance.com stating the post applied for on the subject line.

Deputy General Manager – HR & ER

Sri Lanka Insurance,
21, Vauxhall Street, Colombo 02.
Company Registration Number: PB 289

