BE PART OF OUR

GROWTH STORY



ASSISTANT RELATIONSHIP MANAGER

GENERAL INSURANCE DEPARTMENT

You should ideally:

- be professionally qualified in Insurance, Risk Management, Banking, Finance, or a related discipline from a recognized institution
- possess a minimum of 5 years' experience in the insurance, banking, or financial services industry, with exposure to sales, relationship management, or insurance operations
- possess sound knowledge of general insurance products, underwriting processes, claims management, and regulatory requirements
- possess strong leadership, sales, marketing, negotiation, and stakeholder management skills
- have excellent communication, presentation, and interpersonal skills
- have strong analytical, problem-solving, and decision-making capabilities
- have the ability to build and maintain effective relationships with customers, insurance partners, and internal stakeholders
- have strong IT literacy, data analysis skills, and the ability to work effectively in a dynamic business environment

You will be mainly responsible for:

- driving the growth of the General Insurance Unit to achieve revenue, profitability, and other income targets of the Bank.
- developing and implementing strategies, campaigns, and initiatives to increase general insurance sales and market penetration.
- providing technical insurance advisory services by serving as the Bank's General Insurance subject matter expert, recommending appropriate insurance solutions, and ensuring adequate protection of the Bank's and customers' insurable interests.
- managing, coaching, and developing executive and non-executive staff to achieve individual and team performance targets.
- maintaining and strengthening relationships with insurance partners and internal stakeholders to ensure effective service delivery.
- monitoring and analyzing market trends, competitor activities, and business opportunities to drive growth in the insurance portfolio.
- ensuring compliance with regulatory requirements, internal policies, and operational procedures while preparing and presenting performance reports.

We are an equal opportunity employer, committed to promoting an inclusive and diverse environment. Recruitment to the Bank is based solely on merit and competency irrespective of other characteristics that make our employees unique. Any form of canvassing is discouraged. Correspondence will only be with the short-listed candidates.

Please apply via e-mail by sending an updated CV or a DFCC Bank application form which could be downloaded from our website to recruit@dfccbank.com with the position applied for mentioned in the subject line, within 7 days of this advertisement.

Chief Human Resources Officer
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