



**WE ARE
HIRING!**

**POSITION
PRINCIPAL OFFICER**

**LOCATION
DAR ES SALAAM**



Apply Before: 13th October 2024



Job Description

- Be the team leader for KIB Insurance brokers
- Generate new business opportunities; Proactively identify and pursue potential clients to expand the customer base and achieve sales targets.
- Ensuring that customer service is of a high standard, and that clients receive prompt and accurate responses to their queries and concerns.
- Working closely with management to develop and implement strategies to achieve the company's overall goals and objectives.
- Developing and maintaining relationships with key stakeholders, including insurers, reinsurers, brokers and clients to ensure that KIB is well-positioned in the market
- Overseeing the development of proposals and quotations for clients, ensuring that they are competitive and accurate and that turnaround times are optimized
- Deliver on performance requirements as defined in the strategy map and personal scorecard
- Acquiring business through the KFL client database while maintaining client data confidentiality
- Accurate and timely reporting of operational performance to the supervisor
- Perform other duties as assigned the supervisor.

Qualification;

- Bachelor of science in insurance and risk management (must)
- Experience 4 to 5 years as Principal and sales officer
- Sales knowledge - Added Advantage
- Excellent communication and relationship-building skills with an ability to prioritize, negotiate, and work with a variety of internal and external stakeholders and provide excellent customer service.

Locations

Head Office: Mbezi Beach, Dar es Salaam

HOW TO APPLY

All applications must be sent through email;
hr@kfinance.co.tz



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