



EXCELLENT CAREER OPPORTUNITY – SENIOR KEY ACCOUNT MANAGER, - MARKETING AND BUSINESS DEVELOPMENT – LIFE AND MICRO INSURANCE

ZEP-RE (PTA Reinsurance Company) is a specialized institution of the Common Market for Eastern and Southern Africa (COMESA) established to service and develop the insurance and reinsurance industry within the Region. We are seeking a high caliber highly knowledgeable, an initiative-taker/thinker with a high deals conversion rate and results-oriented professional to create growth, capacity, and competitive advantage in our business in the capacity of **Senior Key Account Manager Marketing and Business Development – Life and Micro Insurance. Duty station will be Nairobi, Kenya.**

The role

To assist in effecting the mandate of the company in aspects of Life and Micro Insurance/Reinsurance business. Reporting to Associate Director, Life & Micro Insurance, the successful candidate should possess the following skills and or be able to

- Contribute towards growing market share of the Life & Micro Insurance Business.
- Strong marketing skills and be able to build new, grow, and maintain client relationships.
- Underwriting and administration of inward treaty and facultative business.
- Should have good knowledge in pricing policies, procedures, and techniques to the valuation of new business opportunities to meet profitability standards.
- Assist the regional key account managers as needed to ensure solutions are finalized and implemented.
- Collection and processing of treaty and facultative statements and credit control management
- Conduct data analysis, market research and Industry analysis.
- Be a recognized champion of new product development and innovative life and micro assurance/insurance product pricing and servicing solutions in all our key markets.
- Spearhead marketing/market development and growth strategies in all our key markets.
- Deal with any other duties that may be assigned.

The person

The preferred candidate should also have: -

- An Actuarial Science degree, Insurance, or any other relevant numerate degree from a recognized University.
- Considerable progress towards obtaining an Actuarial qualifications OR Associate of the Chartered Insurance Institute (ACII) certification will be an added advantage.
- Business Intelligence, Marketing and Sales Skills will be a desirable advantage.
- Minimum experience of 7-10 years of Life insurance / reinsurance experience in actuarial and business positions of increasing responsibility
- Excellent negotiation, communication, interpersonal and supervisory skills. Fluency in French will be an added advantage.
- Strong business acumen of the Life and Micro Insurance Markets in Africa will be an added advantage.

Candidates who meet the above requirements should submit applications to the HR & Admin Manager by **e-mail** attaching a detailed CV, scanned copies of academic & professional qualifications, **current remuneration** and three referees by **Friday 11th August 2023** to: recruitment@zep-re.com

ONLY SHORTLISTED CANDIDATES WILL BE CONTACTED