

Join the Leading Insurer of the Maldives.

ASSISTANT MANAGER – CORPORATE SALES

Position Type: Permanent (Initial contract shall be for a period of 1 (one) year. The contract shall be renewed as permanent based on performance upon successful completion of one year.)

REQUIREMENTS

- Bachelor's degree in sales/business or any other relevant field
- Proven track of at least 1-3 years work experience in a similar position with a passion for sales, negotiating skills to achieve the sales targets
- Competitive and collaborative personality
- Strong leadership skills
- Strong analytical, organizational, and creative thinking skills
- Ability to act with integrity, professionalism, and confidentiality

MAIN RESPONSIBILITIES

- Supervise and monitor the work of Renewal business across the renewal unit and the broker management units in line with the department objectives
- Provide product information to team members and customers in assessing risks and suggest the most suitable insurance solution to them
- Gather market information, provide feedback on buying trends and identify business opportunities.
- Regular review renewal performance and generate reports
- Follow-up on prospect leads and negotiate with customers in providing insurance terms to client in liaison with Underwriting Team
- Provide support and information to other departments from the Corporate Sales section and assist staff in smoothly running the team
- Participate, assist and accomplish Department/Section's any other work if requested by immediate Supervisor and/or Head of Section and Senior Management

REMUNERATION & BENEFITS

- Attractive salary based on qualification and experience.
- Annual Bonus
- Flexible Leave Arrangement
- Sales Incentive
- Health & Life Insurance Plan
- Third Party Credit Schemes
- Staff Loan Scheme
- Learning & Development

Interested candidates, please apply online by visiting our website; www.allied.mv/jobs

Please apply on or before 21 March 2024 — 13:00 hrs.

Only shortlisted candidates will be called for interview and for more information call us at 1600
(All prospective employees must pass a background check)



Allied Insurance Company



Professional Development



Trainee Development - Platinum