



Do you have Africanacity?

Absa Botswana has an exciting career opportunity for a strategic, high performing and self-driven individual. We are looking to fill the following role.

Bancassurance Business Development Manager

Overall job purpose

The incumbent will be responsible for efficient and effective processing of all insurance intermediary functions including, identifying and conversion of Business Banking insurance leads, identification of cross-selling opportunities within the Business Banking portfolio, placement of new insurance policies, processing policy renewals and endorsements, administration of Business Banking insurance claims.

Main accountabilities

- Mining Business Banking book to identify cross selling opportunities
- Underwriting of new and existing business
- Portfolio analysis of new to bank customers to identify insurable risks
- Process and maintain monthly insurance bordereaux for insurance submission
- Negotiate appropriate products and pricing.
- Growth of the insurance portfolio
- Quotations and policy administration claims negotiation and management
- Resolve client queries
- Product and portfolio lifecycle analysis
- Performance reporting on Business Banking segments
- Build and maintain relationships with clients, internal and external stakeholders
- Deliver on service level agreements with all stakeholders to ensure that client expectations are met and managed

Education and experience required

- Bachelor's degree in Business Administration, Marketing, Risk Management or other business-related qualifications
- COP qualification
- Minimum three years' experience in Sales and or Business Development
- Insurance brokerage experience

Knowledge and skills

- Excellent communication (written and verbal) and negotiation skills
- Insurance product knowledge
- Technical underwriting knowledge
- Good presentation skills
- Understanding of the insurance regulatory framework

Technical skills

- Financial analysis
- Insurance underwriting
- Insurance claims processing

Competencies

- Proactive
- Decisive
- Persuasive
- Business acumen

To view the full job profiles and to apply follow the link; www.absa.africa/absafrica/careers/

Steps to follow;

- 1. The screen will display Absa Africa Group page click on View Opportunities.**
- 2. Select Botswana as a Location**
- 3. All positions advertised in Botswana will appear, pick on the roles you want to apply for and submit application.**

Please note that we do not accept hard copies of applications and only short-listed candidates will be responded to.

Closing date: Friday, 2 September 2022.

