



HNB
General
Insurance

**JOIN OUR
DYNAMIC TEAM**

A P P L Y N O W !

We believe in developing careers through varied exposures. It is our aim to provide growth opportunities for the right talent. In this quest, you now have the opportunity to grow and contribute to an organization that is geared for success.

Executive – Business Development

Job Role

- Achieve the annual assigned budget (monthly, quarterly, half-yearly, and yearly).
- Achieve the company business mix of motor and non-motor policies.
- Maintain a minimum number of policy cancellations.
- Maintain Renewal Retention, PPW Ratio, and New Business Channeling.
- Expand business by actively seeking and acquiring new clients.
- Identify customer needs and demands and offer appropriate services.
- Formulate strong relationships to ensure business growth while preserving and augmenting our firm's prestige.
- Be customer focused.
- Maintain a minimum number of complaints from intermediaries and clients.

Job Pre-Requisites:

- Completion of G.C.E. A/L.
- The completion of insurance-related qualifications will be an added advantage.
- Minimum of 1 to 2 years of experience in the Insurance Industry with minimum of 6 months of experience with adequate exposure in a similar capacity.
- Strong communication and interpersonal skills.
- Proficiency in Microsoft Office applications is required (Excel, Power Point, and Word).

If you believe you are the right person we are looking for, forward your complete resume together with contact numbers and the names of two non-related referees to reach us within 10 days of this advertisement by email to shashika.jeevanthi@hnbgeneral.com (State the position applied on the subject line)

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**Great
Place
To
Work.**

**SRI LANKA
2022**