

Sri Lanka Insurance Life



As Sri Lanka's national insurance services provider and the country's largest and strongest Life Insurance provider, Sri Lanka Insurance Life is backed by decades of industry expertise and the most experienced insurance sector technical knowledge base in the country.

Join the team of highly qualified and most experienced insurance professionals in the country to experience unparalleled opportunities for career growth and personal development opportunities within a performance driven culture.

SALES EXECUTIVE CORPORATE BUSINESS LIFE

Key responsibilities ;

- **Business Development:** Identify and target potential corporate clients to generate new business opportunities. Conduct market research to understand industry trends and client needs. Develop and implement strategic sales plans to achieve business goals. Special focus on strategising & development of the selected product portfolios.
- **Client Relationship Management:** Build and maintain strong relationships with corporate clients to ensure long-term engagement and satisfaction.
- **Sales and Marketing:** Present and explain life insurance corporate products to corporate clients, tailoring solutions to meet their specific needs. Negotiate and finalise sales contracts, ensuring compliance with company policies and regulatory requirements.
- **Account Management:** Manage a portfolio of corporate accounts, ensuring all client information is up to date and accurately recorded. Monitor client accounts to ensure policies are active and renewals are processed in a timely manner. Collaborate with internal teams to ensure seamless policy administration and client servicing.
- **Performance and Reporting:** Achieve or exceed monthly and annual sales targets. Specifically achieving the assigned product targets. Participate in sales meetings, training sessions, and professional development.

Qualifications/Pre-requisites/Requirements for the position;

- Pass GCE A/L & SLIM/ CIM/ Insurance /Any other Diploma level.
- Minimum 2 years of Life Insurance Corporate Sales experience.
- A go getter with strong selling skills with presentation skills, Qualitative/Analytical Skills and problem solving mindset, proficiency in English with oral and written communication.
- Ability to identify business gaps and propose solutions to improve/increase production.
- Age preferably below 35 years.

If you believe you possess the above qualifications & experience, send in your CV along with the names of two non-related referees within 07 days of this advertisement to the address given below, stating the post applied for on the top left corner of the envelope or e-mail it to careers@slifecycle.com stating the post applied for on the subject line.

Deputy General Manager – HR & ADMINISTRATION

Sri Lanka Insurance Life, No 21, Vauxhall Street, Colombo 02.
Company Registration Number: PB 286362

