

BANCASSURANCE (LIFE) VACANCIES

Area Manager

(Bancassurance Life - BOC Channel)

Northern Province

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.

Area manager attached to Bancassurance - Life Department provide leadership in achieving of assigned top line budgets of following Bancassurance Operational Area;

Job Duties and Responsibilities

- **Business Planning** – Prepare annual, monthly business and activity plans with the advice of the Superiors. Conduct review meetings with the assigned Bancassurance Sales Teams and with the respective banks.
- **Sales Management** – Be responsible to achieve the set revenue targets from the assigned Bancassurance operational area monthly and yearly. Monitor the sales activities of the sales teams in the assigned Bancassurance operational area and coach them in the field by visiting the bank branches.
- **Administration** – Ensure the smooth and economical customer friendly business operation with banks and other financial institutes which are coming under your purview. Maintain discipline among the staff assigned to you and report any issues or shortcomings to the Supervisors.
- **Business Promotion** – Organise and conduct promotional campaigns planned by SLIC Life. Provide feedback on the effectiveness of the promotional campaigns conducted.
- **Performance Management** – Ensure above average performance of the assigned staff of the allocated Bancassurance operational area. Use performance management tools to evaluate the staff assigned to you.
- **The other assigned business related tasks.**

Qualifications & Prerequisites

- Minimum 6 years of work experience in the Insurance field preferably with Bancassurance sales exposure and presently in Executive capacity or above.
- Passed G.C.E O/L with minimum 6 subjects including Mathematics, Sinhala & Tamil.
- G.C.E A/L /Fully/partly qualified in SLIM/CIM or Insurance/Sales related qualification will be an added advantage.
- Business Development exposure is essential.
- Excellent Communication skills in Tamil & English is a must.
- A self-driven leader & team player with a pleasing personality.
- Clear and continues track record in performance.
- Age preferably below 40 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 envelop 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

