



Career Opportunity

Intermediaries Manager

The Intermediaries Manager will be responsible for handling the key business partners of Swan General Ltd – Individual Business and will be the main point of contact for such partners.

The incumbent will have to build and maintain a strong relationship with the existing and potential/ new partners and bring in new business from potential partners.

Main Responsibilities will include:

- Develop a solid and trusting relationship between major key stakeholders/ business partners and SWAN
- Resolve partners / clients' issues and complaints
- Develop a complete understanding of partners' needs
- Anticipate the market changes and improvements
- Manage communications between key partners / internal teams
- Manage teams assigned to partners/ stakeholders
- Strategic planning to improve partners/ stakeholders' results
- Negotiate contracts with the partners and establishing a timeline of performance
- Establish and oversee internal budgets with the company and external budgets with the partner
- Collaborate with the sales team to optimize performance by up-selling or cross-selling.
- Plan and present reports on partners progress, goals, and quarterly initiatives to share with team members, stakeholders, and possible use in future case studies or company training.
- Meet all partners needs and deliverables according to proposed timelines.
- Analyse partners data to provide customer relationship management.
- Expanding relationships and bringing in new partners.

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Qualifications and Experience

- Bachelor's degree in marketing, business administration, sales, or relevant field
- Have at least five years' previous work experience in sales, management, key account management, or relevant experience
- Have proven results of delivering client solutions and meeting sales goals
- Have an In-depth understanding of company key partners and their position in the industry.
- Should have team management experience and ability to mentor and lead.
- Ability to multitask, prioritize, and manage time efficiently while being goal oriented.
- Have excellent interpersonal relationship skills.
- Be metrics and results driven

Interested candidates are invited to send their applications quoting **"Intermediaries Manager"** in the subject line along with a detailed CV and their motivation letter to hr@swanforlife.com

Closing date: Friday 28 January 2022

The Company reserves the right:

1. To convene only the best qualified candidates to participate in the selection exercise.
2. Not to make any appointment following this advertisement.