



Career Opportunity

Individual Sales Lead – Branch and Development (Non-life)

Swan General Ltd is seeking to recruit a self-motivated and energetic professional who is interested in helping to grow the portfolio through value-based conversations and providing remarkable customer experience within a fast-paced environment. The position will report to the Manager.

Main Responsibilities will include:

- Develop a new strategic direction for individual markets
- Penetrate, engage and negotiate with representatives of new niche market segments
- Achieve the set targets
- Assist to retain existing clients
- Assist to develop existing captive leads, cross sell & up sell
- Assist to derive sustainable revenue growth
- Commitment towards agreed targets for all key result areas in sales
- Commitment towards agreed retention success rate
- Attend queries from clients and collaborators
- Ensure good record of new business secured and renewal
- Participate in planning and organising work as and when required

Candidate Ideal Profile:

- Holder of a Degree in Management or Marketing from a recognized university
- Have at least 3 to 5 years experience in the insurance sales field with excellent customer relationship skills
- Have an outgoing personality with good communication and selling skills coupled with the ability to deliver results
- Ability to network , establish and maintain collaborative working relationships
- Excellent communication skills - written, verbal and listening
- Organizational skills, detail oriented
- Self-motivated, Proactive in problem solving
- Be computer literate in MS Office Tools
- Be willing to work odd hours to meet deadlines
- Valid Driving license

If you feel challenged by the above position, and believe you have the required profile, please send your application letter and a full Curriculum Vitae online quoting 'Individual Sales Lead-SGL' in the subject line to hr@swanforlife.com

Closing Date: 20 May 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.