



STRATEGIS INSURANCE TANZANIA LIMITED

EMPLOYMENT OPPORTUNITY

Position: **Bancassurance Officer – Arusha (x1)**

Expected appointment date: Immediately

Location: Arusha

JOB PURPOSE:

To sale Strategis Insurance products and grow relationships with Clients through Banks.

KEY RESPONSIBILITIES:

- Sales visits and relationship building with clients through Banks
- Explore opportunities to develop new segments/products in line with Company sales strategy from time to time.
- Creating awareness and promoting Strategis brand to Bank's staff and clients.
- Coordinating good customer service by responding swiftly to queries and concerns from clients.
- Generating new business by identifying and exploiting opportunities available at the Banks and in the market in general
- Monthly renewal business follow up
- Gather and share market intelligence with the head of the department.
- Compiling Sales report on weekly basis.
- Marketing Assistance, as and when required.
- Making sure the premium has been deposited into company's bank account.
- Pre- and Post- closure customer support.
- Acting on matters as assigned by management from time to time.

OTHER RESPONSIBILITIES:

- Perform any other sales duties e.g. and not limited to presentations, tenders for non-bancassurance opportunities as may be assigned from time to time.

WORKING RELATIONSHIPS:

Internal Relationships:

- Responsible for any staff working under this position.
- Required to liaise and work closely with the other departments as may be necessary.
- Finance, Claims and Actuarial Departments.

External Relationships:

- Strategis Insurance customers.
- Insurance sector players.
- Banks.
- Individual Policyholders.
- Premium Financiers.

SKILLS AND COMPETENCIES:

- Assertiveness and self-drive and strong analytical skills.
- Excellent interpersonal, communication and negotiation skills.
- Excellent Selling and Marketing Skills.
- Good knowledge of Insurance Regulatory requirements.
- Excellent Computer and Presentation skills.
- Ability to work in a team environment, work under pressure and manage time effectively.
- Very Honest and with high integrity.

OTHER COMPETENCIES AND ATTRIBUTES:

- Develop ability to work without constant direct supervision.
- Maintain a positive attitude and contribute toward a quality work environment.
- Assist in all areas of Strategis Operations as requested by Management.
- Ability to deliver Good Customer Service
- Customer, market and competitor understanding.
- Ability to building good relationships with Banks.

MINIMUM QUALIFICATIONS AND SKILLS NEEDED FOR THE JOB:

Education including specialised training:

Bachelor degree (Marketing option preferred).

- Professional qualification in Insurance (Certificate CII)/Diploma or Banking or equivalent is an added advantage.
- Knowledge in Insurance Banking Products is an advantage.

WORK EXPERIENCE:

- At least 1 year experience in insurance/banking/financial services.

MODE OF APPLICATION:

All applications should have names of three official referees with their contact details. Applications accompanied by professionally prepared CVs, copies of all supporting documents along with a recent passport size photograph should be submitted not later than 05 January 2022 to the following address.

Head of Human Resources and Administration

Strategis Insurance Tanzania Limited

P. O. Box 7893

Dar es Salaam

Tanzania

E-mail: hr@strategis.co.tz

Or delivered to:

Strategis Insurance Tanzania Limited

1st Floor, Masaki Ikon Building

Plot no. 1520, Bains Avenue

Masaki, Msasani Peninsular

Note: Only shortlisted candidates will be contacted.



STRATEGIS INSURANCE TANZANIA LIMITED

EMPLOYMENT OPPORTUNITY

Position: **Bancassurance Officer – Dodoma (x1)**

Expected appointment date: Immediately

Location: Dodoma

JOB PURPOSE:

To sale Strategis Insurance products and grow relationships with Clients through Banks.

KEY RESPONSIBILITIES:

- Sales visits and relationship building with clients through Banks
- Explore opportunities to develop new segments/products in line with Company sales strategy from time to time.
- Creating awareness and promoting Strategis brand to Bank's staff and clients.
- Coordinating good customer service by responding swiftly to queries and concerns from clients.
- Generating new business by identifying and exploiting opportunities available at the Banks and in the market in general
- Monthly renewal business follow up
- Gather and share market intelligence with the head of the department.
- Compiling Sales report on weekly basis.
- Marketing Assistance, as and when required.
- Making sure the premium has been deposited into company's bank account.
- Pre- and Post- closure customer support.
- Acting on matters as assigned by management from time to time.

OTHER RESPONSIBILITIES:

- Perform any other sales duties e.g. and not limited to presentations, tenders for non-bancassurance opportunities as may be assigned from time to time.

WORKING RELATIONSHIPS:

Internal Relationships:

- Responsible for any staff working under this position.
- Required to liaise and work closely with the other departments as may be necessary.
- Finance, Claims and Actuarial Departments.

External Relationships:

- Strategis Insurance customers.
- Insurance sector players.
- Banks.
- Individual Policyholders.
- Premium Financiers.

SKILLS AND COMPETENCIES:

- Assertiveness and self-drive and strong analytical skills.
- Excellent interpersonal, communication and negotiation skills.
- Excellent Selling and Marketing Skills.
- Good knowledge of Insurance Regulatory requirements.
- Excellent Computer and Presentation skills.
- Ability to work in a team environment, work under pressure and manage time effectively.
- Very Honest and with high integrity.

OTHER COMPETENCIES AND ATTRIBUTES:

- Develop ability to work without constant direct supervision.
- Maintain a positive attitude and contribute toward a quality work environment.
- Assist in all areas of Strategis Operations as requested by Management.
- Ability to deliver Good Customer Service
- Customer, market and competitor understanding.
- Ability to building good relationships with Banks.

MINIMUM QUALIFICATIONS AND SKILLS NEEDED FOR THE JOB:

Education including specialised training:

Bachelor degree (Marketing option preferred).

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STRATEGIS INSURANCE TANZANIA LIMITED

EMPLOYMENT OPPORTUNITY

Position: **Bancassurance Officer – Mwanza (x1)**

Expected appointment date: Immediately

Location: Mwanza

JOB PURPOSE:

To sale Strategis Insurance products and grow relationships with Clients through Banks.

KEY RESPONSIBILITIES:

- Sales visits and relationship building with clients through Banks
- Explore opportunities to develop new segments/products in line with Company sales strategy from time to time.
- Creating awareness and promoting Strategis brand to Bank's staff and clients.
- Coordinating good customer service by responding swiftly to queries and concerns from clients.
- Generating new business by identifying and exploiting opportunities available at the Banks and in the market in general
- Monthly renewal business follow up
- Gather and share market intelligence with the head of the department.
- Compiling Sales report on weekly basis.
- Marketing Assistance, as and when required.
- Making sure the premium has been deposited into company's bank account.
- Pre- and Post- closure customer support.
- Acting on matters as assigned by management from time to time.

OTHER RESPONSIBILITIES:

- Perform any other sales duties e.g. and not limited to presentations, tenders for non-bancassurance opportunities as may be assigned from time to time.

WORKING RELATIONSHIPS:

Internal Relationships:

- Responsible for any staff working under this position.
- Required to liaise and work closely with the other departments as may be necessary.
- Finance, Claims and Actuarial Departments.

External Relationships:

- Strategis Insurance customers.
- Insurance sector players.
- Banks.
- Individual Policyholders.
- Premium Financiers.

SKILLS AND COMPETENCIES:

- Assertiveness and self-drive and strong analytical skills.
- Excellent interpersonal, communication and negotiation skills.
- Excellent Selling and Marketing Skills.
- Good knowledge of Insurance Regulatory requirements.
- Excellent Computer and Presentation skills.
- Ability to work in a team environment, work under pressure and manage time effectively.
- Very Honest and with high integrity.

OTHER COMPETENCIES AND ATTRIBUTES:

- Develop ability to work without constant direct supervision.
- Maintain a positive attitude and contribute toward a quality work environment.
- Assist in all areas of Strategis Operations as requested by Management.
- Ability to deliver Good Customer Service
- Customer, market and competitor understanding.
- Ability to building good relationships with Banks.

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