



## Bancassurance Manager

### Background

DCB Commercial Bank PLC is a fully-fledged retail and commercial bank in Tanzania. The bank offers banking services to Individuals, Microfinance, Small to Medium sized Businesses (MSME), as well as large corporate clients. DCB Bank has a wide branch network of over 9 branches, over 700 DCB Wakala Agents, and over 280 Umoja switch ATMs serving over 3 million customers across the country.

We invite suitably qualified candidates to fill the positions of **Bancassurance Manager**. The successful candidate will be responsible for the Insurance business development and growth within the bank to generate revenue in line with the bancassurance strategy.

### Responsibilities:

- Drive the achievement of the set financial targets while delivering consistent, seamless and trusted customer service to ensure customer retention and loyalty.
- Work closely with the branches and business teams to ensure that set bancassurance targets are met.
- Review the bancassurance strategy and performance and take appropriate remedial action to assist all involved in the process to achieve desired performance.
- Provide leadership, direction and pace for bancassurance taking appropriate steps to make organization the preferred choice for insurance services.
- Ensure timely processing claims and renewal of insurance policies
- To identify cross selling opportunities for the bank's products.
- Obtain underwriting approval by completing application for coverage
- Relationship management for all insurance partners both internally and externally for efficient service delivery.
- Provide requisite support to bancassurance teams whilst ensuring adherence to laid down processes, policies and procedures.
- Establish and sustain strong relations and network with all business units to identify insurance opportunities.
- Provide technical guidance and ensure continuous training of branches and business teams on all insurance products.
- Perform all duties of Principal Officer as defined in the regulations.

### Qualifications and Experience

- Bachelor's degree with a certification in Insurance
- Five years' experience in selling of general insurance products sales and managing client relationships
- Excellent presentation skills and must be efficient in using basic computer applications- Microsoft office suite.
- Good understanding of legislation related to bancassurance and channel delivery
- Comprehensive knowledge of insurance claims
- Results oriented, self-driven with a proven performance track record

If you believe you are the right candidate for this position, kindly submit your application with a detailed CV, photocopies of academic certificate, and names of three referees with their contacts, quoting reference number **DCB-RMB-10/2024** on the subject of the email. To be considered, applications **MUST** be submitted through **recruitment@dcb.co.tz** not later than **13<sup>th</sup> November 2024**. Hard copy applications will not be accepted.