

we are
Hiring!
JOIN OUR TEAM

Heritage
Insurance Co
Tanzania
"With us ...rest assured..."



CUSTOMER SERVICE POINT MANAGER (DODOMA)

QUALIFICATION

- Bsc. in Insurance and Risk Management / any business-related field.
- 4 years of experience in a similar position in the industry.
- Other professional insurance qualifications will be an added advantage.
- Central Zone insurance business experience will be an added advantage.

JOB LOCATION: DODOMA

The position is responsible for improving business production, customer service delivery, and promotion of the Company's products in the Central Zone and general administration of the office.

Submit your CV and Academic Certificates
career@heritageinsurance.co.tz

Deadline: 31st December 2024

Only shortlisted candidates will be contacted.

RESPONSIBILITIES

- To manage a Customer Service Point Office in Dodoma and brand promotion in the Central Zone area.
- Develop short-term and long-term plans to ensure customer service point attain the set targets.
- Recruitment of intermediaries like brokers, banks, and agents and managing relationship
- Develop strong business relationships with all channel businesses and deliver quality service to them and other clients.
- Ensure the company is fully compliant with statutory and regulatory requirements.
- Conduct regular training and provide technical support to intermediaries.
- Serving all the stakeholders.

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BANCASSURANCE OFFICER

QUALIFICATION

- Bsc. in Insurance and Risk Management or any business-related field.
- Good Communication and interpersonal skills.
- Negotiation skills
- Able to work well in a team.

JOB LOCATION: ARUSHA, DAR ES SALAAM, DODOMA, MBEYA, MWANZA AND ZANZIBAR

A Bancassurance Officer promotes and sells insurance products through bank channels. This role involves building strong relationships with bank staff and customers, understanding their insurance needs, and providing tailored solutions to meet those needs.

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RESPONSIBILITIES

- Achieve insurance sales targets provided.
- Identify and cultivate relationships with key stakeholders within partner banks, including branch managers and relationship managers.
- Prepare quotations for the Banks and share proforma invoices when required.
- Engage with potential clients to understand their insurance needs and offer suitable products.
- Maintain a client portfolio and ensure high satisfaction and retention levels.
- Ensure all sales activities comply with regulatory requirements and internal policies.
- Prepare and submit regular reports on sales performance and market trends.

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