

# > Product Manager – Bancassurance

## Our business starts with your strengths

Standard Chartered is a leading international bank operating in some of the most dynamic markets in the world, in Asia, Africa and the Middle East. Our successful and sustainable business is built on doing tangible, long term good for our people, our customers and the communities we serve. Applications are invited from suitably qualified individuals for the above role.

### Job Role

Reporting to Head, Bancassurance –, this position is responsible for developing & managing the insurance business for assigned channels for Botswana. The underlying objective is to have an active role in achieving profitable growth through achieving of revenue targets and implementing and executing plans and procedures. In addition to this the role will involve coordination between various parties to achieve sales and revenue targets while ensuring a tight governance environment and regulatory compliance. The incumbent will play a vital role in managing and engaging key stakeholders, including the regulator.

### Key Responsibilities

#### Strategy

- Assist and support the Insurance business to achieve the NFI budgets
- Coordinate between the Bank and Partner Insurance Companies & Broker and follow up for all requirements and initiatives
- Bring to attention any competition activities.
- Implement plans in order to increase market penetration
- Focus on deepening the customer's relationship with the bank with best in class product offers and service levels
- Have a line of sight on all products offered to customers and touch-points of the bank to maximise insurance sales opportunities.

#### Acquisition

- Provide an upwards feedback stream of the product performance
- Maintain business performance standards for acquisition, up-sell, retention and profitability
- Support the sales effort of the sales stream to be the “Best in the Market” in terms of target setting, sales force management and frontline productivity drive
- Assist in driving sales through the various insurance sales channels.

#### Product Focus

- Develop and manage the end to end launch of new products in line with the overall Insurance strategy plan
- Ensure that these are in line with group insurance and compliance requirements
- Actively manage assigned portfolio of products to ensure value targets are met.

### Operations & Compliance

- Control and check operational risks and workflow in conjunction with operations to ensure proper implementation and efficiency
- Implement appropriate systems and operational procedures to support insurance sales, track MIS and profitability
- Maintain a line of sight on customer complaints and help resolve where required based on requirements

### People Management

- Provide training and refresher sessions to insure proper product knowledge
- Support sales channels for all insurance business needs where applicable.

### Knowledge/Skills/Experience

- Experience in Insurance Market, product and services and regulatory governance
- Track record of successful implementation of product variants and innovative customer offerings
- Demonstrated ability in implementing business plans related to sales, distribution and service
- Strong communication and negotiation skills with the ability to influence outcomes
- Ability to implement change initiatives by taking ownership and working with all stakeholders
- Strong inter-personal skills and coordination ability, which encourages and promotes enthusiasm and team spirit.

### Qualifications

- Degree in Insurance or equivalent coupled with COP (short term and long term)
- Professional membership in related disciplines will be an added advantage
- At least 5 years post qualification insurance experience in short term and long term insurance of which 2 years should have been at management level
- Sound knowledge of Insurance Industry and banking products and Services

Interested candidates who believe they have what it takes are advised to apply online to the following address:

[www.standardchartered.com](http://www.standardchartered.com) >click careers> click professional hires no later than February 14th 2020

**ONLY SHORTLISTED CANDIDATES WILL BE RESPONDED TO.**