

# “The future is yours. Start today to make it exactly how you want it to be, with this ideal stepping-stone for a rewarding career in Insurance”

At Continental Insurance, we know that it takes more than mere ability, experience and qualifications to make a team great. That is why, in our quest to become the No. 1 Insurance provider in Sri Lanka, we only recruit personnel who can offer world-class levels of service excellence and unmatched professionalism. If you possess the star qualities we seek, this just might be your chance to join Continental Insurance, the dynamic new power in the insurance industry.

## Manager / Assistant Manager - Business Development

Ampara, Badulla, Monaragala, Mahiyangana, Trincomalee

### The Job

- ▶ Achieve planned sales GWP budget and the profit plan of the respective branch.
- ▶ Position and bench mark the role of a Manager - Business Development within the territory and Industry.
- ▶ Recruit, develop and maintain an aggressive agency network within the given territory.
- ▶ Develop profitable business segments via brokers, leasing companies, banks and financial institutions within the given territory.
- ▶ Recruit and development of a profitable field sales force.
- ▶ Closely liaise with trade organizations, business organizations, professional bodies, and key customers within the region in order to develop and maintain business opportunities.
- ▶ Promote, establish and enhance company brand image and it's services.

### The Person

- ▶ A part or full qualification in marketing/sales or any other relevant field from a recognized body.
- ▶ Minimum 4 years' insurance industry experience in the field of sales and marketing.
- ▶ Adaptive personality with the ability to learn and apply new sales strategies quickly.
- ▶ Exceptional written and verbal communication skills in English, with the ability to build good business relationship.
- ▶ Strong organizational, operational and planning skills in a sales.

Continental Insurance is an equal opportunity employer and invites applications from all suitably qualified individuals to join our team. An attractive remuneration package, on par with qualifications and experience, will be offered to the selected candidate.

Please send your CVs, with the names and contact details of two non related referees, to the given address / e-mail within 5 working days of this advertisement. Please state the position applied for on the top left corner of the envelope or as the subject of the e-mail. Please note that only short listed candidates will be called for interviews.

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