

JOB DESCRIPTION

Head Sales and Distribution - PTHSD - 01

Job Objective

Our client is one of Nigeria's largest Health Insurance companies. They provide international health care Insurance for over 160 corporate clients and government institutions.

The ideal candidate must be able to monitor and oversee all the activities of the sales function and ensure that all set sales target and deliverables are met in line with specified timelines. He or she must also be able to manage performance, contracting, coaching, training and ensure zonal managers are managing their branches effectively.

Job Title:	Head, Sales and Distribution
Department:	Sales and Distribution
Reports to:	Managing Director

Key Roles and Responsibilities

- To analyze competitor information and government policies to ensure that strategies are aligned to the market business need
- Engage with the brokers and referral channels to ensure that sales are met against targets set
- Develop a sales strategy that will deliver the desired targets
- Build internal capacity to deliver the target through the recruitment, up skilling and mentoring of staff
- To ensure that technical marketing material, advertising and branding is relevant, executed and aligned to the business strategy To prepare and recommend the sales budget and manage spending to ensure budget compliance
- Establish new and maintain existing networks of brokers and clients who write Blue business
- To adhere and live the organizational values

Key Result Areas / Competencies

- Relating and Networking
- Delivering Results and Meeting Customer Expectations
- Planning & Organising
- Ability to work with People
- Coping with Pressure and Setbacks
- Persuading and Influencing Skills
- Ability to communicate and present Information clearly is very essential
- Microsoft Office skills essential
- Presentation Skills - Intermediate level
- Interpersonal Skills are very essential
- Ability to listen attentively is required

- Conflict Management Intermediate level
- Problem Solving Skills are also Important

Job Attributes

Qualifications

- A Good First Degree with Professional Qualification.
- A 2nd degree would be an advantage.
- A minimum of 7-10 years sales experience in the HMO industry is essential.
- Client Relationship Management in Health/Insurance 3-5 years is also essential.

Job Knowledge

- Advanced level Product Knowledge is very essential.
- Ability to adhere to processes and procedures is required.
- Intermediate knowledge of NHIS Regulations and Basic knowledge of Medical conditions and trend is required.