



*YBL INTERNATIONAL SEARCH*

## **Head of Sales – Bancassurance**

**(Reference No. : GB/6521)**

### **A. Purpose of Position**

To execute the business plan and achieve the pre-set sales target. The primary role is to provide sales and support services to our Business Partners.

To coordinate, supervise and assist on business development with business partners.

### **B. Key Responsibilities**

- To develop and grow productive business relationship with business partners and strengthens relationship building.
- To conduct a regular meeting as per governance structure with bank partners to enhance channel management capability and service delivery.
- To drive and support the bank partners to achieve the agreed sales target.
- To establish good relationship and manage the various functional heads internally.
- Further enhance the operational efficiency and effectiveness to deliver superior customer service.
- To participate actively in product development and enhancement of sales process and customer service delivery standards.
- To launch and manage sales incentive challenge and sales promotional/recognition for bank branches.
- To conduct new product launching, road show and refresher training for bank branches
- To train, coach and develop Banca sales team.

### **C. Accountabilities**

- Achieve KPI set for department
- Compliance of the law, regulatory framework, policy provisions and business rules.
- Documentation of procedure manuals and implementation of revised and/or new procedures.

### **2) Candidate Profile**

- Technical Degree/Diploma



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- 10-15 years of working experience
- 6 -10 years in sales supervisory and management experience
- Training and Coaching Skills
- Able to execute strategic plans effectively
- Strong communication skills
- Strong leadership skills
- Past/Current strong performance results.