

We, MBSL Insurance Company Limited (MBSLI), are a subsidiary of the Merchant Bank of Sri Lanka and Finance PLC which is a subsidiary of Bank of Ceylon, the largest state Bank in Sri Lanka. MBSLI is powered by its parent company and is now geared to mark an unprecedented success in its journey of insurance. With a strong dedicated team of professionals, MBSLI assures all stakeholders an unparalleled reputation in reaching the highest expectations.

At present, the Company is in a rapid expansion process. To steer our expanding operation, we are in search of suitable candidates with proven track records for the following position. You are invited to witness the success story of MBSLI and drive the company to greater heights. If you feel that you are the ideal candidate, join hands with us!

## Sales Manager-Corporate Sales & Alternate Channels

### Job Scope:

*Responsibilities of the above job role will include but are not limited to the following;*

- Leading and achieving set targets from Banks, Leasing Companies, Finance Companies, Direct Corporate Business and through High Net worth Individuals (HNWIs) while introducing strong business relationships and partnerships
- Building and maintaining close business relationship with Business Organizations, Direct Customers, Financial Institutions, Clubs & Associations and other entities and introduce new sales avenues
- Implementing effective promotions, social media campaigns and projects appropriately to identified market segments to attract quality business
- Penetrating opportunities on corporate Clientele to widen the business reach
- Planning, Prioritizing and organizing effectively to provide excellent customer service to Corporate and Alternate Channel customers

### Candidate Profile :

*The ideal candidate should possess ;*

- A qualification in Sales/ Marketing/ Business Management would be an added advantage
- A minimum of 4-5 years experience in Insurance Operations or in the field of Sales & Marketing
- Proven track record in Sales in building interpersonal relationships
- Strong presentation & team playing skills
- Effective communication skills in Sinhala/Tamil and English language
- Excellent analytical and decision making skills
- Customer Service Orientation

**An attractive remuneration package including Business Incentives / Personal Recognition schemes commensurate on par with qualifications & experience are on offer for the selected candidate.**

**Forward your CV with details of two non-related referees to reach us within 07 days of this advertisement.**

**Indicating the position applied for on the top left corner of the envelope or in the subject line of the e-mail is a must.**