

Internal Vacancy Announcement

Post of Regional Manager – North & East

Responsibilities

- Strategic planning in achieving key operations' sales targets through proper allocation of assigned Regional Managers, enhancing performance of multiple branches and acquisition of direct business.
- Promote brand value in a defined and assigned geographical territory having branches covered under the respective zonal area.
- Implement sales strategies, operations procedures and policies for the assigned geographical area.
- Manage and maintain industry standards where applicable in areas of regional business and sales operation.
- High standard overall performance of building and growing the business from targeted customers/ corporate clients and retaining existing customer portfolio.
- Be a visionary leader in creating a very competitive and talented sales force, aligning them to Company goals and objectives.
- Close monitoring of sales plan and communicate information among the staff appropriately by conducting and attending regional meetings adhering to management instructions.
- Solve operational issues of Regional Managers and Branch Officers, as necessary.
- Enhance growth and development of sales division of the People's Insurance PLC and direct sales force for necessary training to groom staff in the region
- Work closely with PLC (People's Leasing) Head Office staff/ Branch Managers/ Branch OICs' in the assigned region to improve and obtain new customers who have completed the lease payments to People's Leasing.

Applicants should possess the following:

- A Degree in Marketing / Sales from a recognized University, OR Diploma in marketing from SLIM or an equivalent professional institution (A MBA will be an added qualification).
- Proven track record of developing innovative sales strategies to put an organization ahead of the competition.
- Minimum 06 years' experience in Sales of which a minimum of 03 years should have been at similar designation level in Insurance or related industry.
- Effective communication skills (Preferred fluency in Tamil, English and Sinhala languages).
- Strong negotiation and persuasion skills.
- Leadership, motivational and teamwork Skills.
- Pleasing personality and people management skills.
- Preferred age below 45 years.

kindly forward your duly completed Application form attached herewith , along with your CV to Human Resource Department on or before 16th May 2022 through your immediate supervisor with the recommendation.

email address : careerspeoplesinsurance@plc.lk