

## ENTER THE REWARDING WORLD OF INSURANCE!

### Unit Manager - Sales Force Development

We are a fastest growing business entity in insurance sector, achieving benchmark industry standards with record breaking results and serving a premier portfolio of customers. In order to strengthen the growth and stability, the Company is in search of purpose-driven dynamic professionals who could further build upon the hard-earned reputation of reliability, trust and unparalleled service by passionately working towards the objectives of the HR Department function.

#### **Responsibilities:**

- Visualize, plan and design all sales and service related / other relevant training programs through training need analysis whilst following the calendar-driven training cycle.
- Design, develop and conduct training sessions for Sales Executives and Managers, agents and insurance advisors and other sales force members.
- Coordinate sales training with HR Division for Sales Executives and Sales Managers etc
- Train personnel for IBSL examinations as per the target assigned by the company and ensure over 80% pass rate as per IBSL syllabus and guide lines.
- Work in close connection with all branch Heads and Sales/ Distribution teams and provide necessary assistance for sales force development in all channels.
- Lead all aspects of the sales process, while calling upon other company sales resources to assist in channel development.
- Prepare and deliver high quality training modules / manual/ hand books and materials.
- Design effective sales monitoring tools and regulatory formats.

#### **Applicants should possess the following**

- Bachelor's degree in Marketing / Business Management from a recognized university
- Finalist in Sales Marketing from SLIM or CIM (UK)
- Minimum 06 years' experience in relevant sales training and development field of which at least 03 years should have been as an Assistant Manager having a good knowledge in insurance products.
- Minimum 07 years' working experience in Sales of an established business organization, preferably in an Insurance company of which at least 04 years should have been at Assistant Manager Level.

An attractive remuneration package together with the opportunity for further advancement in a team-driven business scenario awaits the selected candidate.

If the above position interest you and if you feel you have it in you to meet these expectations, please forward a complete resume with contact details of two non-related referees within 10 days of this advertisement to the following address.

Only those who possess the above qualifications should apply.

Email : [careerspeoplesinsurance@plc.lk](mailto:careerspeoplesinsurance@plc.lk)

(Please quote Unit Manager - Sales Force Development as the subject of the e-mail)