

# FOR THOSE WHO DARE

*Here is your home*



Allianz is the home for those who dare – a supportive place where you can take the initiative to grow and to actively strengthen our global leadership position. By truly caring about people, we foster a culture where our employees are empowered to collaborate, perform, embrace trends and dare to challenge the industry.

Are you the type of person who thrives on building strong relationships to transform business and achieve measurable impact? If yes this is the home for you.

## **Senior/Sales Executive – Affinity (Life)**

**Senior /Sales Executive – Affinity** will be responsible in building relationships with Affinity groups and to implement business plans to achieve the set objectives of the affinity department .

### **You'll be responsible in**

- creating excellent relationships with identified affinity groups and convert them to become Allianz life insurance customers .
- working closely with potential affinity groups (Professional Bodies, Clubs, Associations, Societies, etc.) in creating new affinity business lines and utilise cross selling opportunities to enhance business pipelines for continuous business conversions.
- maintaining business relationships with affinity partners/customers and ensure their service requirements are met.

### **Important to your success**

- Minimum 02 years experience with proven track record in sales preferably in Insurance, Banking or any other financial institution .
- Experience in Life insurance , Bancassurance or Corporate sales would be a distinct advantage.
- A full or part qualification in Sales / Marketing from a recognized institute would be an added advantage.
- Effective communication skills (Tamil would be an added advantage ) , presentation skills and interpersonal skills are essential.
- Self-motivated personality with strong networking ability will be advantageous.

The ideal candidate can look forward to a rewarding career coupled with advanced opportunities and an attractive remuneration package.

**Applicants who are interested may send their CVs to [careers-life@allianz.lk](mailto:careers-life@allianz.lk)**, mentioning the post you apply on the subject bar.