



INSURANCE GROUP OF TANZANIA LIMITED

Head Office

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About Us:

INSURANCE GROUP OF TANZANIA LTD is a private limited liability company registered under the Companies. The company is predominately Tanzanian owned and is duly licensed by TIRA to transact General Insurance Business in the United Republic of Tanzania.

JOB PURPOSE

The Direct Sales Representative is responsible for driving sales growth by engaging directly with prospective and existing clients to promote and sell insurance products. This role focuses on building strong, trust-based relationships with clients, understanding their unique financial needs, and providing personalized insurance solutions. The Direct Sales Representative actively seeks out new clients, follows up on leads, and works to meet or exceed sales targets through effective product presentations and consultations. By ensuring a high level of customer satisfaction, the Direct Sales Representative plays a vital role in expanding the company's client base and enhancing market presence.

Position: Direct Sales Representative

As a Direct Sales Representative, you will play a key role in building relationships with clients and helping them understand their insurance options. You will connect directly with prospective and existing clients, understand their unique financial needs, and recommend suitable insurance solutions. Your goal will be to meet or exceed sales targets while providing excellent customer service and support.

Key Responsibilities:

- 1. Identify and Pursue Sales Opportunities:** Proactively seek out and engage with potential clients through various channels, including networking, cold-calling, and referrals, to expand the customer base.
- 2. Conduct Needs Assessments:** Perform in-depth assessments of clients' financial and insurance needs to recommend appropriate insurance products and solutions that align with their goals.
- 3. Present and Explain Insurance Products:** Effectively communicate the benefits, features, and terms of insurance products to prospective clients, ensuring they understand their options and coverage details.
- 4. Achieve Sales Targets:** Consistently work towards and exceed monthly and quarterly sales targets, contributing to the company's growth and success.
- 5. Build and Maintain Client Relationships:** Develop long-term relationships with clients by providing excellent service, following up on policy renewals, and addressing any questions or concerns.

6. **Manage Client Documentation:** Assist clients in completing application forms, ensuring accuracy and compliance with company and regulatory standards.
7. **Follow Up on Leads:** Actively follow up on leads generated from various sources, maintaining a pipeline of potential clients and ensuring timely responses.
8. **Stay Updated on Industry Knowledge:** Keep informed on industry trends, product offerings, and regulatory changes to provide clients with the most accurate and up-to-date information.
9. **Collaborate with Team Members:** Work with colleagues and supervisors to develop sales strategies, share insights, and improve overall team performance.
10. **Provide Ongoing Customer Support:** Act as a point of contact for clients, helping them with claims processes, policy updates, and any adjustments to their coverage as needed.

Qualifications:

- Bachelor's degree in Business, Marketing, Finance, Insurance and Risk Management or related field.
- Proven experience in direct sales (experience in the insurance sector is a plus), at least 1-2 years of working experience.
- Strong communication, negotiation, and interpersonal skills.
- Ability to work independently and manage time effectively.
- Self-motivated, with a strong drive to succeed and achieve goals.

Why Work with Us?

- Competitive base salary with attractive performance-based commissions.
- Comprehensive training program to equip you with product and sales knowledge.
- Positive and supportive team culture that values personal and professional growth.

How to Apply: Interested candidates should submit their resume and a cover letter to Human Resource Manager via Email: ajira@igt.co.tz mentioning "Direct Sales Representative Application" in the subject line. Applications close on 18th **November, 2024.**

Join Insurance Group of Tanzania Limited help us make a difference in clients' lives while building a fulfilling career!