



Consolidated Bank of Kenya Ltd is Kenya's SME bank of choice that provides flexible financial solutions that support our customers in achieving success. The Bank is well positioned, with presence in majority of the country's business hubs to continually offer pleasant and convenient services. We seek to recruit a high caliber, results oriented and self-driven individual to fill the position of **Principal Officer - Bancassurance** to manage Conso Bancassurance Intermediary, a subsidiary of the Bank.

PRINCIPAL OFFICER – BANCASSURANCE - 1

Job Type

Three (3) year Contract.

Job Purpose

Reporting to the Chief Commercial Officer, the Principal Officer - Bancassurance will be responsible for leading the Bancassurance business and driving growth of business volumes with a view to making Bancassurance a significant contributor to the Bank's profitability.

Key Responsibilities

- Formulate the overall strategy for the Bank's Bancassurance proposition across all insurance products, customer propositions, and channels.
- Own the Bank's Bancassurance Income and profit and loss targets.
- Negotiate other pricing structure for all bancassurance products and services.
- Provide key interface with Insurance partners as well as industry associations.
- Review the bancassurance strategy and performance and take appropriate remedial action to assist all involved in the process to achieve the desired performance.
- Provide leadership and direction for Conso Bancassurance to make it the preferred choice for bancassurance services.
- Spearhead the review and implementation of quality operations standards, risk management and compliance in bancassurance with the ultimate aim of reduction of operating costs, fraud and losses through adherence to set policies and procedures and holistic corporate governance.
- Coach, mentor and develop a high performing team with clear responsibilities and accountabilities.
- Prepare the required periodic management and activity reports.

Qualifications and Competencies

- Be a holder of bachelor's degree in Insurance, Actuarial Sciences or any business related field from a recognized institution.
- Should possess Certificate of Proficiency in Insurance and/or other insurance qualification.
- Possession of Diploma in Insurance Management and/or other insurance qualification will be added advantage.
- Should be a member of a professional insurance body such as Insurance Institute of Kenya or Chartered Insurance Institute.
- Should possess at least minimum of 7 years' experience in senior management or supervisory role in the financial sector- Banking and or Insurance industry.
- Should have practical understanding of the relevant regulatory environment.
- Proven track record of delivering on business growth targets in bancassurance.
- Should have excellent interpersonal and communication skills with ability to establish new client relationships and generate new business.
- Should have strong leadership and people management skills with demonstrated competencies in championing high performance management.

Method of Application

Qualified and interested candidates who meet the above requirements should send their application in **HARD COPIES** quoting the title of the position applied for on the cover letter and envelope, together with detailed curriculum vitae, copies of certificates and the contact information of three referees to:

**The Head of Human Resources
Consolidated Bank of Kenya Limited
P.O. Box 51133 - 00200
NAIROBI**

All applications should be sent through the above address **ONLY**, and received no later than **5.00 p.m.** on **Wednesday, 18th September 2024**. Only selected candidates will be contacted.

Consolidated Bank of Kenya Limited is an equal opportunity employer.