

United Arab Emirates Jobs Expertini®

Business Development Manager | AIG Dubai

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Company: AIG

Location: dubai

Category: other-general

Business Development Manager | AIG Dubai

American International Group, Inc. (AIG) is a leading global insurance organization. AIG member companies offer insurance solutions that help businesses and individuals in approximately 70 countries and jurisdictions protect their assets and manage risks. AIG common stock is listed on the New York Stock Exchange.

General Insurance is a leading provider of insurance products and services for commercial and personal insurance customers. It includes one of the world's most far-reaching property casualty networks. General Insurance offers a broad range of products to customers through a diversified, multichannel distribution network.

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About the role

What you need to know:

Develop and manage New and Existing Broker relationships and to maximize profitable premium generation as per AIG's UAE product offering and services.

Prepare & analyse broker service plans, which are supported by internal stakeholders.

Achieve New business and renewal/retention targets per LOB in collaboration with Product towers.

Manage existing relationships with brokers across the UAE and possibly key large clients.

Identify and secure new opportunities and relationships.

Create and manage a business pipeline.

Manage and develop internal relationships with all product heads, underwriters, and

departments.

What we're looking for:

Self-Motivated and Entrepreneurial

Commercial General Insurance experience (Property, Casualty, Financial Lines, and Marine)

UAE market experience preferred.

Experience in developing business through UAE Brokers' Market.

Strong Drive for Results and New Business Generation.

Excellent Time management skills and ability to multitask.

Financial Skills

Fluent in English and Arabic

Very good communication and interpersonal skills

Ability to work efficiently and independently in a fast-paced team environment.

Don't miss out on this exciting opportunity – apply now at dubaiofferz.com

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