

Partnership Manager Jobs in Dubai | Bupa

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Company: Bupa

Location: dubai

Category: other-general

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Responsibilities:

Your individual performance will have direct key contribution to the department achieving all targets for sales, quality, productivity, compliance and regulation

Putting the customer and partnership at the centre of everything you do and putting forward ideas for the continual improvement of the partnership model development and increasing sales conversion rates

Manage internal and external stakeholders to identify, maintain and convert high value opportunities

Enhance our partner's ability to sell efficiently by close personal attention and interaction.

Partner contact will be across multiple communication channels – meetings, phone and email

Explore more growth opportunities within our partner's wider business function

Putting the customer at the centre of everything you do and putting forward ideas for the continual improvement of the customer experience

Requirements:

Experience in leading a team from a mid-management level

Understanding the requirements and buying behaviours of a HNWI

Background in the global health insurance market, or relevant transferable skills and knowledge from other financial services industries such as Life Insurance, Retail, Commercial or Investment Banking and Wealth Management

Previous experience of building strategies & business cases is desired

A track record of achieving and exceeding sales targets is essential

Relationship management focussed

#J-18808-Ljbffr

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