

United Arab Emirates Jobs Expertini®

Unit Sales Manager Jobs In Dubai | Arabia Insurance Company

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Company: Arabia Insurance Company

Location: dubai

Category: other-general

Unit Sales Manager Jobs In Dubai | Arabia Insurance Company

About the job

We are hiring Unit Sales Managers for our Insurance Sales Channels in our UAE

branches: Dubai – Al Ain – Sharjah – Abu Dhabi

Summary:

The Unit Manager responsibilities are developing, retaining and expanding the sales distribution channel, through hiring, coaching, developing and supervising the Life sales team. The Unit manager main focus and objective is to ensure achievement of the sales departments set activities and sales targets as per company annual budget, strategy and business plan.

Responsibilities:

Supervise the Sales Department's performance against pre-set KPI's in line with our policies' strategy and recommend corrective actions accordingly in order to reach set annual sales targets

Follow-up on all duties related to customer service, complaints and claims handling, to ensure an efficient service within the timeframe set by the insurance authorities

Implement the department's Policy & Procedure and suggest enhancements to the sales distribution channel

Build a sales team, as per company recruitment plan and remuneration matrix, set their objectives, monitor their performance and design incentive plans accordingly

Detect the training needs of the sales team and ensure proper coaching was carried-out

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