

We, People's Insurance PLC is a fast growing business entity in the insurance sector, achieving benchmark industry standards with high profitability and serving a premier portfolio of customers. In order to strengthen the growth and stability, the Company is in search of a purpose-driven dynamic person who could further build upon the hard-earned reputation of reliability, trust and unparalleled service by passionately working towards meeting the objectives of respective department functions.

### **Manager – Marine Insurance & Sales**

#### **Key Responsibilities**

- Develop strategic plans by identifying growth opportunities, new business segments, and new product opportunities to support growth objectives.(Meeting with Freight Forwarder's Association members and Department of Fisheries & Aquatic Resources Offices for new segments)
- Manage and grow distribution channels by strengthening existing relationships to meet their financial objectives.
- Constant vigil on annual budget and planning by consulting channel heads and prepare annual sales plan depending on the targets given on yearly basis.
- Continuous improvement in marine quotes and on the competitive rates.
- Implement strategies for continuous renewal preservation, operational efficiency and compliance.
- Maintain and develop key relationships with major clients.
- Financial forecasting and Monthly Business reviews with senior leadership.
- Achievement of growth, profitability and expense management objectives.
- Adherence to all underwriting guidelines, standards and practices.
- Relationship Management - Active involvement in facultative placements, Treaty arrangement, risk Survey function and with the non-motor claims dept.
- Monitor the marine term achieve their KPI's by providing leadership and guidance to the entire Marine Team for their professional development.
- Identifying and developing key resources within the function for future growth and development through proper succession planning.
- Any other Specific duties and responsibilities entrusted by the management / supervisors.

#### **Applicants should possess the following**

- Preferably a degree related to Marine from a reputed University or following equivalent qualification.
- A minimum 8 years underwriting or relevant market experience and experience of having a Management position.
- Experienced in marine sales/underwriting with particular expertise in Marine Cargo and Marine Liability and Marine Hull.
- Strong local market and industry knowledge with International experience if any is an added advantage
- Excellent interpersonal communication skills, both verbal and written
- Delegation and empowerment

An attractive remuneration package together with the opportunity for further advancement in a team-driven business scenario awaits the selected candidate. If the above position interests you and if you feel that you have it in you to meet these expectations, please forward a complete resume with contact details of two non-related referees within 10 days of this advertisement to the following address.

Only those who possess the above qualifications should apply.

Email: [careerspeoplesinsurance@plc.lk](mailto:careerspeoplesinsurance@plc.lk)

**(Please specify the designation that you wish to apply as the subject of the e-mail)**

**A member of People's group**