



ENTER THE REWARDING WORLD OF INSURANCE!

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 the below position.

Assistant Manager/ Manager-Agency workforce

Role Overview

The successful candidate will be responsible for building, leading, and optimizing the Agency channel, driving sustainable growth in Motor and Non-Motor portfolios, while ensuring productivity, underwriting discipline, and regulatory compliance.

Key Responsibilities

- Lead the recruitment, onboarding, and retention of Insurance agents
- Drive GWP growth, renewal ratios, and portfolio quality across Motor and Non-Motor business
- Monitor and improve agent productivity, loss ratios, and persistency
- Coordinate closely with Underwriting, Claims, and Branch Operations teams
- Design and execute training and coaching programs on insurance products, underwriting basics, and compliance
- Implement agent performance management, incentives, and recognition schemes
- Ensure adherence to IRCSL regulations, AML/KYC requirements, and company policies
- Analyze agency performance metrics and recommend corrective actions

Candidate Profile

- Minimum 7–10 years of experience in General Insurance sales or agency management
- Strong exposure to Motor and Non-Motor Insurance products
- Proven experience in managing and scaling agency sales networks
- Sound understanding of underwriting principles and claims processes
- Excellent leadership, communication, and stakeholder management skills
- Professional qualifications in Insurance, Marketing and Business Management, will be an added advantage
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Why Join People's Insurance?

- Opportunity to lead a nationwide Insurance agency force
- Strong government-backed brand with island-wide reach
- Competitive remuneration with performance-linked incentives
- Structured career progression and leadership exposure

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.

Email : careerspeoplesinsurance@plc.lk

(Please specify “Assistant Manager/ Manager-Agency workforce” as the subject of the e-mail) People's Insurance PLC, a member of People's Group

