



# LIBERTY

## AN EXCITING ROLE WITH LIBERTY NAMIBIA Head of Sales, Distribution & Marketing

### **Purpose**

To develop and manage the tactical implementation of Institutional, Bancassurance and Retail sales and distribution strategies to optimise sales and profitability objectives in all channels. To develop, maintain and expand relationships with assigned channel partners and affinities to deliver institutional and retail sales targets.

### **Minimum Experience:**

- 8 years' experience in a similar environment, of which should be 2-3 years supervisory experience in a life insurance or pension fund environment.

### **Education:**

- 3-year Bachelor's degree in Business, a post-graduate qualification would be an advantage.

### **Outputs:**

- Promoting Liberty brand and values.
- New business development.
- Effective communication of business targets with the sales force.
- Establish and support the maintenance and enhancement of new and existing business relationships.
- Initiate the development of marketing material.
- Establish and maintain key business relationships.
- Ensure the implementation of corporate governance, compliance and ethics policies.
- Establishes and supports the maintenance and enhancement of new and existing business relationships to increase customer and shareholder value.
- Supports the continuous training and coaching of all contracted distribution channels including franchises and their staff on the company's products, procedures and technology services.

### **Job Knowledge:**

- Sales lifecycle Management
- Product knowledge
- Functional policies and procedures
- Managerial budgeting
- Policy implementation
- Planning management and measurement

### **Competencies:**

- Developing sales through entrepreneurial thinking
- Conceptual thinking
- Innovative thinking
- Results oriented
- People management and empowerment
- Persuading and influencing
- Relationship management and networking

CLOSING DATE: **23 July 2020, at 12noon**

Please submit application to Elmarie Kurz: [Elmarie.Kurz@liberty.com.na](mailto:Elmarie.Kurz@liberty.com.na)

visit [www.liberty.co.na](http://www.liberty.co.na)

