



SMEP Microfinance Bank PLC is a dynamic Christian based Bank regulated by the Central Bank of Kenya, whose **Mission** is ***"To empower families in Kenya's underserved communities with impactful financial solutions as we live and proclaim the gospel of Jesus Christ"***, with over 38 outlets across the country.

We are inviting applications from interested and suitably qualified candidates who are **passionate about transforming lives in the society as they live and proclaim the gospel of Jesus Christ**, to fill the following positions:

- *NB: This is a short-term temporary position that is renewable based on the attainment of one's performance targets.*

BANCASSURANCE SALES REPRESENTATIVES (Based in Mombasa, Kisumu, Eldoret, Nakuru, Meru, Embu, Thika, Kakamega, Machakos, Kiambu)- BSR /11/24

The role holder will be reporting to the Principal Officer Bancassurance, and will be responsible for marketing the Bancassurance products and services, and upholding the Banks' *Mission, Vision, Core Values and Motivation during the work tenure at SMEP MFB PLC.*

The role holder will be based at the assigned Unit to partner in growing the Bancassurance Business lines, and will be paid a stipulated monthly retainer and earned commissions.

DUTIES AND RESPONSIBILITIES

- ✓ Ensure Promotion & Selling of All SMEP BANK Insurance Products takes place in new and existing business across all bank partners
- ✓ Accountable for revenue generation targets through new business acquisition and retentions strategies to ensure growth of the Bancassurance portfolio
- ✓ Ensure premium payment for all closed sales are within the company's set credit control policy.
- ✓ Adhere to regulatory/compliance and internal procedures regarding Bancassurance businesses.
- ✓ Ensure maintenance of a healthy sales pipeline that supports new business on boarding.
- ✓ Accountable for portfolio management by maintaining acceptable Portfolio at Risk (PAR)
- ✓ Provide expert advice on insurance solutions and conduct needs assessment

- ✓ Collaborate with Branch staff to identify sales opportunities and generate leads
- ✓ Train branch Staff on basic insurance products and referral processes

Qualifications

- An undergraduate degree in Insurance, Accounting, Commerce, Marketing, Banking, or other business-related field, from a recognized university
- Must have a certificate of proficiency in insurance
- Experience in Insurance and sales will be an added advantage.
- Between 24 to 30 years of age

Key Qualities & Competencies

- **Must be a practicing Christian** who lives and upholds Christian Values, with a passion to serve.
- Good business acumen and proven innovativeness
- Excellent Communication and Administration skills
- Self-driven, results-oriented with a positive outlook
- Sales and marketing management skills

HOW TO APPLY

Qualified and interested candidates who meet the above criteria should download the “Job Application Form” at www.smep.co.ke/careers and send their filled applications to recruitment@smep.co.ke indicating the ***Job Title & Reference on the e-mail subject*** on or **before Friday 13th December, 2024**. Only shortlisted candidates will be contacted.