



EXCELLENT CAREER OPPORTUNITY – Associate Director Life and Micro Insurance – Southern Africa

ZEP-RE (PTA Reinsurance Company) is a specialized institution of the Common Market for Eastern and Southern Africa (COMESA) established to service and develop the insurance and reinsurance industry within the Region. We are seeking a high caliber highly knowledgeable, an initiative-taker/thinker and results-oriented professional to create growth, capacity, and competitive advantage in our business in the capacity of Associate Director Life and Micro Insurance – Southern Africa

The successful candidate will be responsible for developing and managing the company's Life & Micro Insurance business in Southern Africa and other key selected markets. The potential candidate will be expected to Oversee the direction, profitable growth, and performance of the company's life and micro insurance portfolio in Southern Africa and selected markets.

Key Duties to this role will include, but not limited to, the following:

Reporting: The position reports to the Chief Operating Officer.

Strategic Leadership:

Develop and implement the strategic vision for the Life and Micro Insurance business in Southern Africa, aligning with the overall goals of ZEP-RE. Formulate long-term business plans, identifying growth opportunities, and implementing strategies to achieve competitive advantage.

Key Account Management:

Build and maintain strong relationships with key clients in the Life and Micro Insurance sector. Lead negotiations and ensure high levels of customer satisfaction through effective communication and understanding of client needs.

Business Development and Product Innovation:

Drive business development initiatives to expand market presence and increase the company's share in the Life and Micro Insurance markets. Oversee the development of new insurance products, ensuring they meet regulatory requirements and market demands.

Pricing Strategies:

Implement effective pricing strategies for life and micro-insurance products, considering market trends, risk factors, and profitability. Monitor and adjust pricing models to maintain competitiveness while maximizing profitability.

Industry Stakeholder Management:

Cultivate and manage relationships with key stakeholders in the insurance and reinsurance industry. Stay abreast of industry trends, regulations, and innovations, providing insights for adapting the company's strategies accordingly.

Claims Management:

Develop and implement efficient and customer-centric claims management processes. Ensure timely and accurate processing of claims, maintaining a balance between customer satisfaction and risk management.

Training and Development:

Design and implement training programs for staff to enhance their skills and knowledge in the life and micro-insurance domain. Provide leadership and supervision to ensure the team's capabilities align with the strategic goals of the unit.

Reporting and Analytics:

Utilize business intelligence tools to analyze performance metrics, identify trends, and generate insights. Prepare comprehensive reports for executive management, highlighting key performance indicators and areas for improvement.

Regulatory Compliance:

Ensure that all operations within the Life and Micro Insurance unit comply with regulatory requirements in Southern Africa and other relevant markets. Stay informed about changes in regulations and implement necessary adjustments to maintain compliance.

Team Collaboration:

Foster a collaborative and innovative culture within the team, encouraging cross-functional cooperation. Collaborate with other departments to ensure a seamless integration of life and micro-insurance strategies with the overall business objectives of ZEP-RE.

The Candidate

The preferred candidate should have: -

- An Actuarial Science degree, Insurance, or any other relevant numerate degree from a recognized University.
- Qualified Actuary, a fellow of the Institute and faculty of Actuaries (IFOA) or equivalent
- Business Intelligence, Marketing and Sales Skills will be a desirable advantage.
- Minimum experience of 10 - 15 years of Life & Micro Insurance / reinsurance experience in actuarial and business positions of increasing responsibility

Candidates who meet the above requirements should submit applications to the HR & Admin Manager by **e-mail** attaching a detailed CV, scanned copies of academic & professional qualifications, **current remuneration** and three referees by **Wednesday 14th February 2024** to: recruitment@zep-re.com

ONLY SHORTLISTED CANDIDATES WILL BE CONTACTED