



## JOB VACANCY

Job Reference	Job Title	Position No.	Brief Role Description	Qualification and Relevant Experience
NC/ JOB D/19	BANCASSURANCE PRINCIPLE OFFICER	1	<p><b>Purpose of the Position</b></p> <p>The Officer Bancassurance will establish and manage the Bancassurance capability within the bank. He / she will grow the profitability of the Bancassurance portfolio, through analysis and enhancement of its products and services.</p> <ul style="list-style-type: none"> <li>▪ Evaluates each product and its offering versus the demands of the market using insights obtained from working with the segments and partnering insurance companies and conducting customer surveys.</li> <li>▪ Works closely with in-country Insurers including their head office and brokers to ensure that any changes and administrative requirements are implemented i.e. changes in pricing, products, regulatory etc.</li> <li>▪ Drives sales by sending through a monthly Bancassurance sales report to the Retail sales teams</li> <li>▪ Owns and initiates marketing programmes to ensure awareness of the products.</li> <li>▪ Compliance with all audit requirements of the bank and insurance agency – Prudential Guidelines, RCSA, BCP and other reporting requirements.</li> <li>▪ Influences Insurers to change terms, conditions and rates on products to ensure consistency and comparative offerings.</li> <li>▪ Devises and communicates corrective tactics to meet budget where applicable.</li> <li>▪ Ensures that growth is maintained in the growth phase of the product through rewarding sales staff and constantly marketing the product.</li> <li>▪ Ensures that persons who sell the products have been trained and accredited to do so.</li> <li>▪ Responsible for the recruitment, development and retention of relevant skills in order to meet the business needs.</li> <li>▪ Ensures the implementation of the leadership promise and employee engagement programme.</li> </ul>	<p><b>Academic Qualifications:</b></p> <ul style="list-style-type: none"> <li>▪ Bachelor’s degree in business related field; preferably in Finance and Accounting from a recognized university.</li> </ul> <p><b>Professional Qualifications:</b></p> <ul style="list-style-type: none"> <li>▪ Certificate in Insurance with knowledge in the Insurance Act of Uganda 2011.</li> <li>▪ Diploma from the Chartered Insurance Institute.</li> </ul> <p><b>Work Experience:</b></p> <ul style="list-style-type: none"> <li>▪ A minimum of four (4) years’ experience in Insurance in areas of underwriting, claims, finance or regulations</li> <li>▪ Thorough knowledge of financial services industry specifically insurance and retail banking.</li> <li>▪ Broad working knowledge of both Life Insurance and Short term insurance.</li> <li>▪ Working knowledge of insurance Legislation and Regulations</li> <li>▪ Understanding of Insurance and Banking operating systems</li> <li>▪ Strong Excel, Word and Power point</li> <li>▪ Good financial, budgeting and accounting skills</li> </ul> <p><b>Skills Required:</b></p> <p><i>Technical skills</i></p> <ul style="list-style-type: none"> <li>▪ Bancassurance Competence:</li> <li>▪ Technology Skills: Industry knowledge:</li> </ul> <p><i>Personal attributes</i></p> <ul style="list-style-type: none"> <li>▪ Goal driven and results oriented:</li> </ul>



				<ul style="list-style-type: none"><li>▪ Personal Ethics:</li><li>▪ Communication Skills</li><li>▪ Interpersonal</li><li>▪ Proactive Initiator</li><li>▪ Human Resources Management</li><li>▪ Passionate on the job</li><li>▪ Accuracy and organisation</li></ul>
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If you meet the above competencies, please submit your application together with the relevant documents i.e. Application letter, Curriculum Vitae and Copies of Academic Certificates to the Human Resources Officer at NC Bank Uganda Limited, Plot 4/6 Rwenzori Towers, and P.O. Box 28707 Kampala, Uganda or on email: [HR@nc-bank.com](mailto:HR@nc-bank.com) and Call: 0312388111 or 0312388146. **Closing date March 20, 2017 (Only short listed candidates shall be contacted.)**