

September 25, 2017

We are searching for high-energy relationship managers who are proactive and passionate about company products and the clients they serve. The ideal candidate will be able organized, focused on enhancing engagements with High Net-worth Clients and Companies opportunities and turn leads into long-lasting partnerships.

Location: Lagos, Port Harcourt and Abuja

ROLE: Relationship Manager - HNC

JOB SUMMARY

Ability to reach out and connect with prospects in High Net-worth Companies (HNC) and turn them to customers, increase accounts conversion rate during transfer window, and improve on the number & value of Additional Voluntary Contribution. To effectively establish and maintain productive and positive working/ business relationship with HNCs.

To make readily available these services under the auspices of Leadway Pensure; to plan, organize and perform the Customer Relationship Management function of the company, implement the policy and strategy in order to ensure the achievement of agreed targets, through effective and efficient utilization of available human and material resources, dedicated to HNCs.

Responsibilities:

- Prospecting /Enrolment of New clients and Business Development in High Networkth Companies
- Manage Relationship with Existing Customers and contacts in the organizations
- Educate prospective participants on the provisions of the PRA (Amended 2014)
- Making formal/informal Presentations on company's offerings
- Follow up on contribution (Funding of each participants account)
- Escalation of complaints and prompt customer feedback
- Rendering the necessary report as may be required within stipulated time frame
- Obtain market intelligence about prospects, competitions etc.
- Ensure prompt processing and payment of retirement benefits
- Organise CRM session/clinic for prospects and customers in designated accounts. Map out sales Strategy to WIN HNCs
- Drive achievement of target –Forms, AVC, Funding; Transfer etc.
- Render Daily / Monthly Report Activity Reports
- Monthly Account status Presentation
- Perform other duties as may be directed by Management

REQUIREMENTS

- First degree in Business Administration, Marketing or any other related field; Master's in Business Administration (MBA) and other relevant professional qualification will be an advantage

- Minimum of 6 years post graduate experience in Sales/ Business Development
- Proficient in MS Office packages specifically Excel & Power-point presentations
- Creative: Demonstrate foresight and intuition
- Ability to meet/exceed goals
- Listening, Excellent Written & Oral Communication
- Strong interpersonal skills
- Presentation and Negotiation Skills
- Financial researching skills
- Statistical analysis and interpreting skills
- Ability to work across levels and divisions
- Management Skills
- Marketing Processes
- Finance and Pensions practice
- Results Oriented
- Self & Goal Driven
- Team Player

If you meet the above specification, please send an updated CV to the advertiser's email at Hr-recruitment@leadway-pensure.com within three weeks of this publication.

Note that only candidates who meet these requirements will be shortlisted.