

Job Title: Consultant Business Development Lead
REF NO: CBDH/01/2024
Location: Juba, South Sudan



Who are we?

ShimaHR Consultants Ltd is a leading Human Resource Consulting and Outsourcing Company that currently oversees human resource management for various clients in South Sudan and the East African region. We are on the lookout for a skilled and motivated **Consultant Business Development Lead** for one of our clients in South Sudan. This role involves contributing to the expansion of South Sudan's Risk & Insurance Healthcare business by identifying sales opportunities, engaging with customers strategically, and meeting annual sales targets.

The Role;

Responsibilities:

- Meeting on-business targets in line with the company's growth strategy.
- Preparation of high-quality bid documents.
- Tracking and reporting on the actual number of wins/losses and reasons for them.
- Collecting and archiving matter/case summaries and related information for use in pitches, bios, and other materials.
- Managing stakeholder relationships.
- Overseeing all business development processes and procedures.
- Staying updated on current market conditions and trends.
- Generating, validating, and pursuing new leads and referrals.
- Maintaining in-depth knowledge of core product lines and serving as an insurance coverage expert to clients.
- Identifying and communicating exposures and risk transfer solutions to clients & prospects.
- Attending internal/external pre-renewal or prep meetings with service teams.
- Submitting information to market(s), receiving and reviewing quotes, and composing proposals as needed.
- Demonstrating professional negotiation skills to achieve objectives.
- Communicating effectively with colleagues at all levels of responsibility.

Qualifications and Experience:

- Bachelor's degree in business administration or a related field.
- Currently pursuing or having completed a Bachelor Degree in Insurance or Marketing or equivalent professional qualification is an added advantage.

Experience:

- 4 years of experience in a similar role within Brokerage or Insurance.

Technical Competencies;

- Proficiency in MS Package
- Knowledge of the insurance industry and concepts
- Understanding of insurance regulatory requirements

- Demonstrated experience in sales and marketing of insurance services.
- Knowledge of emerging trends in the supply and demand of health insurance services and related market intelligence
- Experience in managing stakeholders in the health insurance services ecosystem.
- Behavioural Competencies
- Strong analytical and problem-solving skills.
- Results-driven and action-oriented.
- Collaborative team player with demonstrated ability to manage a team through delegation.
- Agile mindset with demonstrated ability to manage tasks with competing deadlines.
- High level of dependability, accountability, and ability to work independently.
- Ability to empower colleagues.
- Strong attention to detail.
- Demonstrated client focus.
- Strong negotiation and persuasion skills.

REQUIREMENTS

This position will suit a self-driven individual who is excited by the vast number of development opportunities available in South Sudan. The position presents you with an opportunity to take part in building the private sector in South Sudan as well as your career!

How to Apply

To apply for this position, please send your application to the address below. Your application should include:

- A cover letter that demonstrates why you are the best fit for this job based on the job description and its requirements.

Interested applicants should send their applications, soft copies of their CVs, and academic documents to Jobs@shimahr.com. Note that hard copy applications are not allowed, and the deadline for receiving applications is Friday, 30th October 2024.

Please note that this position is open to South Sudanese candidates only, and only shortlisted candidates will be contacted.

