

JOB VACANCY – ZONAL RELATIONSHIP OFFICER (ZRO) – NATIONAL (1 POSITION)

Jubilee Life Insurance Corporation of Tanzania Limited | Alternative Channels | Corporate Business

Duty Station:

Dar es Salaam (National Oversight)

Reporting To:

Head of Corporate Business

Role Purpose:

To provide national oversight and performance governance for Jubilee Life's zonal expansion program by supervising Zonal Relationship Executives (ZREs) and their teams and ensuring weekly/monthly targets are achieved across all zones for Jubilee Life Insurance Alternative Channel products.

Key Responsibilities:

- Supervise and coach all ZREs (one per zone) nationally; ensure zone targets are consistently delivered.
- Lead recruitment, onboarding, and performance management of ZREs; enforce execution discipline and reporting cadence.
- Support strategic sales engagements and closure of high-value opportunities.
- Ensure compliance and document-handling controls across zones; escalate risks and performance gaps promptly.
- Submit weekly performance dashboards and corrective action plans to the Head of Corporate Business; conduct periodic field visits.

Minimum Requirements:

- Education: Bachelor's degree in Insurance/ business/finance/marketing or related; Master's (MBA/MSC) is an added advantage.
- Professional Qualification: Insurance qualification is highly preferred (Insurance/Risk/Underwriting/Compliance-related certifications).
- Experience: 7+ years progressive experience in insurance/banking/telco/financial services with exposure to Alternative Channels/Sales leadership/Distribution.
- Added Advantage: At least 2+ years' Life Insurance experience (within the overall experience).
- Leadership: 3+ years in a managerial role leading diverse, multi-location teams; proven ability to deliver targets at national/regional level.
- Competencies: Highly driven, structured and accountable; strong judgement, professionalism and respect for governance/boundaries.
- Reporting: Strong Excel/PowerPoint skills; able to run weekly performance governance and corrective actions.

How to Apply:

Email your application to: career@jubileelifeinsurance.co.tz

Copy: douglas.mpangile@jubileelifeinsurance.co.tz; alice.george@jubileelifeinsurance.co.tz

Subject: ZRO – National – [Your Full Name]

Attach (PDF preferred): CV, Cover Letter (max 1 page), Academic Certificates, NIDA ID copy.

Closing Date: Monday, 2 February 2026 at 17:00 (EAT)

Only shortlisted candidates will be contacted.