



**Position:** Senior Sales Executive

**Location:** Mbeya & Zanzibar  
**Reports to** Head of Retail & Branch Networks

Jubilee Insurance was established in August 1937, as the first locally incorporated Insurance Company based in Mombasa. Jubilee Insurance has spread its sphere of influence throughout the region to become the largest Composite insurer in East Africa, handling Life, Pensions and Medical Insurance. Today, Jubilee is the number one insurer in East Africa with over 450,000 clients. Jubilee Insurance has a network of offices in Kenya, Uganda, Tanzania, Burundi, and Mauritius. It is the only ISO certified insurance group listed on the three East Africa stock exchanges – The Nairobi Securities Exchange (NSE), Dar es Salaam Stock Exchange and Uganda Securities Exchange. Its regional offices are highly rated on leadership, quality and risk management and have been awarded an AA- in Kenya and Uganda, and an A+ in Tanzania. For more information, visit [www.jubileetanzania.co.tz](http://www.jubileetanzania.co.tz)

We currently have an exciting career opportunity for the role of Senior Sales Executive, Jubilee Health Insurance, Tanzania. The position reports to the Head of Retail & Branch Networking

#### Key Deliverables

1. Increased revenue and client acquisition in emerging markets.
2. Built strategic partnerships to drive market entry and growth.
3. Delivered a high-performing, KPI-driven business development team.
4. Maintained full regulatory compliance and data protection standards.
5. Strengthened collaboration across internal and external stakeholders.
6. Leveraged CRM and analytics to improve efficiency and performance.
7. Ensured accurate, secure documentation for audits and compliance.

#### Role Purpose:

The **Senior Sales Executive (Branch Level)** is responsible for driving business growth through new client acquisition and strengthening relationships with existing partners, including bancassurance channels. The role involves promoting tailored health insurance solutions for retail and corporate customers, executing localized sales strategies, supporting marketing initiatives, and collaborating with branch and bank staff. It also ensures regulatory compliance and contributes to market expansion in emerging and high-potential segments.

#### Main Responsibilities:

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##### Operational Responsibilities

1. Develop and implement growth strategies to expand into emerging markets and drive client acquisition.
2. Identify new market opportunities and tailor health insurance solutions to meet client needs.
3. Engage prospective corporate and retail clients and present customized insurance proposals.
4. Collaborate with internal teams to ensure effective product alignment and smooth client onboarding.
5. Monitor sales performance using KPIs, CRM systems, and analytics, and prepare regular reports.
6. Ensure compliance with regulatory requirements and maintain accurate, ethical business practices.

#### Qualification & Experience

##### Academic Qualifications

1. Bachelor's degree in a relevant field; postgraduate qualification is an added advantage.
2. Relevant certifications in Business Development, CRM, Data Protection, or Insurance are desirable.
3. Professional membership is an added advantage.
4. Proven experience in business development, client management, and market expansion.
5. Proficiency in CRM systems, data analytics tools, and MS Office.

##### Key Competencies

1. Strong ability to drive business growth, build client relationships, and expand market presence.
2. Good understanding of regulatory requirements with a high level of professionalism and integrity.
3. Analytical and data-driven, with strong problem-solving and decision-making skills.
4. Effective communicator and team collaborator, with a client-focused and results-oriented approach.

**If you are qualified and seeking an exciting new challenge, please apply quoting the Job Title and Location to [recruitment@jubileetanzania.co.tz](mailto:recruitment@jubileetanzania.co.tz) Application deadline is the 09 June 2026. Only shortlisted candidates will be contacted.**