



Job Title:	Regional Head Abuja & North Central	Management Level:	Middle Management
Reports to:	Chief Executive Officer	Division/ Department:	Business Development
Supervises:	Abuja & North Central Region Sales Team	Location	Abuja
Job Purpose	The Regional Head – Abuja & North Central is responsible for driving business growth, profitability, and operational excellence across the region. The role provides strategic leadership over sales, distribution, customer experience, and regional operations while ensuring alignment with corporate objectives and regulatory standards.		
Key Roles & Responsibilities:	Strategic Leadership • Develop and execute the regional growth strategy aligned with corporate objectives • Drive market expansion across retail, corporate, and broker channels • Identify emerging opportunities and competitive positioning strategies. • Supervise regional branches and ensure service excellence. Distribution & Market Development • Strengthen broker and corporate relationships across the region • Expand agency and retail distribution networks • Lead strategic partnerships and key account management Governance & Compliance • Ensure compliance with regulatory requirements and internal policies • Maintain strong risk and control environment across the region Stakeholder Management • Represent the company in regional industry forums and events		



Job-Specific Competencies	Functional: • Strategic Thinking. • Leadership. • Collaboration. • Problem-Solving. Behavioural: • Excellent relationship management • Excellent decision-making skills • Excellent attention to detail • Excellent analytical skills
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	• Excellent interpersonal skills • Excellent managerial skills
Organisational Competencies	• Execution Focused • Enterprising • Resilience • Innovation
Qualifications & Experience Required	<u>EDUCATION</u> – Minimum requirement: • A Bachelor's degree in Business Administration, Insurance, Finance or a related field. • Minimum of 15 years of experience in general business insurance with strong exposure to corporate and institutional businesses. • Professional insurance qualifications (CIIN) are highly desirable