

Job Title:	Team Lead, Institutional Group	Management Level:	Middle Management
Reports to:	Head Institutional Group	Division/ Department:	Business Development
Supervises:	None	Location	Lagos
Job Purpose	To drive the acquisition, retention, and growth of institutional business by developing and managing relationships with corporate organisations, government institutions, large commercial clients, brokers, and strategic partners. The role is responsible for achieving assigned business targets, developing client solutions, and ensuring excellent service delivery to institutional clients.		
Key Roles & Responsibilities:	Business Development • Develop and execute business development strategies to grow institutional insurance business. • Identify and pursue new corporate and institutional business opportunities. • Develop and maintain a strong pipeline of prospective clients. • Identify opportunities for cross-selling and upselling across the Company's product portfolio. • Participate in corporate events, industry forums, conferences, and client engagements. Client & Relationship Management • Develop and maintain strong relationships with key institutional clients. • Understand clients' insurance requirements and provide appropriate Account Management & Retention • Manage assigned institutional accounts and ensure timely renewal of policies. • Develop account retention strategies for key clients. • Monitor policy performance, premium collections, claims experience, and service delivery. • Work with relevant internal teams to resolve client issues promptly.		



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 • 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 6-8 years of experience in general business insurance with strong exposure to corporate and institutional businesses. • Professional insurance qualifications (CIIN) are highly desirable