

Sri Lanka Insurance

A Fulfilling Career with the Nation's Insurance Provider...

As Sri Lanka's national insurance services provider and the country's Largest and Strongest insurance provider, Sri Lanka Insurance is backed by six decades of industry expertise and the most experienced insurance sector technical knowledge base in the country.

Join with Sri Lanka Insurance, the Insurance giant to experience unparalleled opportunities for career growth as well as personal development, within a value centric performance driven culture.



CHIEF FINANCIAL OFFICER

Job Duties & Responsibilities

- Develop and execute the financial strategy of the company
- Ensure sound capital and solvency positions are maintained at all times and foresee the impact of the capital position on economic/regulatory changes
- Develop and manage financial policies, processes and systems for internal control
- Manage the processes for financial forecasting, budgets and monitoring action plans
- Develop performance measures that support the company's strategic finance direction
- Ensure timely preparation of financial statements in compliance with relevant accounting standards and report financial results to the management and Board of Directors
- Ensure proper tax planning and compliance with tax regulations
- Oversee the investment back-office function and support for strategic investment
- Managing company assets and liabilities

Qualifications / Pre-requisites /Requirements for the position

- The candidate should be a highly experienced and fully qualified financial professional with strong technical knowledge and a proven track record in leading finance functions
- Member of CA Sri Lanka
- A degree from UGC approved university or equivalent professional qualification related to the functional area from recognized institute is preferred
- 20 year's experience in the relevant field with 15 years experience in senior managerial positions
- Demonstrate a high level of integrity, ethics & leadership qualities
- Data-driven decision-making with strategic thinking
- Sufficient knowledge of IFRS17

CHIEF OFFICER - LIFE

Job Duties & Responsibilities

- Provide strategic direction and support to grow the top line profitably by providing necessary guidance and support to the sales team
- Meet customer expectations effectively and efficiently by ensuring timely issuances of policies, communicating and providing faster responses to customers
- Ensure a strong and viable operating model, including reinsurance, is implemented to enhance market penetration, profitability and business volumes
- Support the organization's growth and expansion activities by improving the processes, developing markets and customers and constantly improving life operation functions
- Strengthen the retention of existing customers with innovative insurance solutions whilst developing new insurance products and providing efficient service and after-sales service
- Ensure regulatory and compliance standards which apply to the Life Insurance business and timely rectifying the gaps
- Gather market intelligence on competitive products and services and implement counter strategies

Qualifications / Pre-requisites /Requirements for the position

- The candidate should be a highly experienced and fully qualified Life Insurance practitioner with strong technical knowledge and a proven track record in leading Life Insurance functions
- Should Possess a FCII Qualification specialism in Life Insurance
- Degree or MBA in recognized University/Institute will be an added advantage.
- 20 year's experience in the Life Insurance field with 15 years post qualified experience in Senior managerial positions
- Demonstrate a high level of integrity and ethics
- The capability of making quick and accurate decision-making & ability to implement and monitor service
- Inspirational leadership skills to motivate a diverse workforce

HEAD OF REINSURANCE

Job Duties & Responsibilities

- To manage all kinds of reinsurance arrangements efficiently enabling to achieve improved terms to fulfill the organizational objectives.
- Advise the management regarding retentions, type of RI arrangements and RI panel which assist SLIC to meet the company plan
- Prepare monthly portfolio, statements of facultative/fronting placements with various reinsurers indicating name of account, sum insured, reinsurer's name, rating, facultative share, reinsurer wise exposure from all accounts at any given time.
- Closely monitor credibility of all reinsurers and update portfolio heads on monthly basis and take appropriate actions to place reinsurance shares of downgraded (below minimum requirement) reinsurers with accepted reinsurers.
- Timely follow up & assist finance department to collect claims recovery from reinsurers/coinsurers/RI brokers – recover reinsurance receivable within 60 days from submission of final documents to reinsurers/brokers.
- Timely collection of all premium dues from fronting and coinsurance inward partners.
- Increase coinsurance inward business by 10% each year.
- Submit RI program details (both treaty & facultative) as required by IRCSL within stipulated time frames.
- Be aware of impact on Capital Adequacy Ratio (CAR) of using high/low rated reinsurers and ensure to use highest rated reinsurers when reinsurance placements are made.

Qualifications / Pre-requisites /Requirements for the position

- Be an Associate Member of the Chartered Insurance Institute UK
- Degree /Master's Degree / Special Degree from a recognized University approved by the UGC or equivalent professional qualification from a recognized Institute.
- Minimum of 15 years' experience in Insurance/ Reinsurance Operations, out of which at least 10 years should be in a Senior Managerial level
- Good interpersonal skills required (tact, honesty, integrity and confidentiality)
- Be a team player and a strategic thinker
- Proven capability of building effective interpersonal relationships
- Unblemished and continuous track record in performance

HEAD OF INTERNAL AUDIT

Job Duties & Responsibilities

- Accountable for the development and coordination of the company's internal auditing activities
- Develop and implement internal auditing policies, procedures and programmes
- Supervise functions and activities in assigned areas to determine the nature of operations, and adequacy of the system of control to achieve established objectives
- Supervise or conduct independent audits of company records & activities and prepare varied analysis of the departments and branches for the top management
- Supervise, conduct and report on the testing and adequacy of the company's internal controls over financial reporting
- Investigate and determine causes of irregularities and errors
- Recommend corrective action and suggest improvements

Qualifications / Pre-requisites /Requirements for the position

- Member of CA Sri Lanka
- A degree from UGC approved university or equivalent professional qualification related to the functional area from recognized institute is preferred
- Minimum of 12 years' hands on experience in the respective profession and at least 07 years' experience in a Senior Managerial capacity
- Strong background and experience with audit methodologies and techniques Preceding success in conducting external/internal audits
- Excellent communication skills and report writing skills Strong time management and organizational skills
- Good interpersonal skills required (tact, honesty, integrity and confidentiality)
- Accuracy and attention to detail is essential
- Be a team player and a strategic thinker
- Be self-driven and able to work within tight deadlines

HEAD OF PROCUREMENT

Job Duties & Responsibilities

- Organize and manage all procurement requirement of the Company.
- Supervise and delegate tasks to the procurement team and advice on method to improve cost and quality of the services.
- Develop Develop annual procurement plan for the Company and maintain proper supplier relationships management and maintain registered suppliers data base.
- Provide information to management as well as regulatory bodies as when required.
- Manage the stock verification by end of the year.
- Supervise all store management functions and Develop store strategies to manage store traffic and optimize efficiency.
- Develop policy and procedure for Procurement/Property Management to safeguard the company assets in order to maintain high property management standard.
- Compliance with all rules and regulation issues by the company time to time
- Staff supervision and accomplish staff performance by communicating job expectations; planning, monitoring, and appraising job results by initiating, coordinating, and enforcing systems, policies, and procedures.
- Perform additional work assigned by the management from time to time in line with the competencies to meet business requirements

Qualifications / Pre-requisites /Requirements for the position

- Degree in Supply Chain Management /Logistics / Material Management in recognized University approved by the UGC or equivalent professional qualification from a recognized Institute
- A distinct knowledge and prior work experience in handling procurement as per National Procurement Guidelines and directions from National Procurement Commission is mandatory
- Minimum 12 years experience in supply chain and out of which minimum 7 years in Senior Manager position.
- MBA or membership from Institute of Supply & Material Management / CA/ CIMA / CMA will be an added advantage.
- IT & Stores management knowledge and experience, and SAP Material Management hands on experience are a mandatory requirement
- Be able to manage the financial aspects of the role and understand budget management processes together with commercial understanding and the ability to plan and forecast demand
- Possess good knowledge of suppliers or third party management
- Strong interpersonal and analytical skills with the ability to negotiate and achieve the best price from suppliers
- Demonstrate a high level of integrity and ethics
- Possess strong leadership capabilities

SENIOR MANAGER - BANCASSURANCE (LIFE)

Job Duties & Responsibilities

- Build & Drive the Bancassurance Channel to achieve the set Topline Targets with Full P&L responsibility for the Bancassurance Channel.
- Devise and execute customer/product propositions/strategies to increase growth within Retail, Commercial and Private bank segments
- Develop strong relationships with bank partners, connecting with key business executives and stakeholders, to support growth across Face to Face and Digital Sales
- Manage a sales team of BSOs to support our existing partnership sales objectives and also develop a pipeline of new Bancassurance opportunities. This includes request to assist, facilitate or coordinate segment activities such as seminars or workshops to improve the take up of our products and services
- Work closely with other divisions to improve how we deliver an exceptional customer experience for sales and service within the Bancassurance customer pool, including areas such as communication, education of Bancassurance Sales Officers on new products, change of regulatory parameters and the latest sales campaigns
- Coordinate marketing programs for Bancassurance partnerships that will reach cross segments and channels within the bank, including non-bancassurance and cross sell activities
- Ensure all areas of existing partnership and other contractual objectives including compliance are met and actively managed

Qualifications / Pre-requisites /Requirements for the position

- A Degree from UGC approved university or equivalent Professional Qualification from a recognized institute (Preferably in the field of Sales and Marketing)
- Minimum 10 years of Sales experience in Executive capacity is required, out of which at least 5 years of experience as a manager in bancassurance serving state/ private banking segments.
- Proficient in Bancassurance sales model,
- Must have experience in managing a team with Excellent track record in delivering sales and a good team player.
- Strong analytical, quantitative, problem solving, communication (written and verbal).
- Great interpersonal skills; ability to engage and build strong rapport with internal and external stakeholders.
- Ability to identify business gaps and propose solutions to improve/increase production.
- An aptitude to negotiate and influence a better understanding of the
- Age preferably below 50 years

SENIOR MANAGER - CORPORATE SALES (LIFE)

Job Duties & Responsibilities

- Building Life Corporate Sales Channel developing the Broker and Group Life portfolio to achieve all set business targets
- Strategize to achieve the set Channel targets through innovative products and sales strategies.
- Maintain relationship with the respective corporate through frequent communication, visits and excellent PR skills.
- Collaborate with the Operation and technical departments to guarantee the best service delivery
- Delivering good customer service by responding swiftly to queries and concerns from clients
- Ensuring credibility with clients by being equipped with up to date knowledge of current market conditions and competitors' products;
- Monitoring and reporting on performance against agreed sales targets
- Ensuring compliance with regulations and procedures of the company and IRCSL

Qualifications / Pre-requisites /Requirements for the position

- A Degree from UGC approved university or equivalent Professional Qualification from a recognized institute
- Minimum 10 years of Executive capacity experience in and success in Life Insurance sales including in Corporate and Group Life Business. Out of which, at least 5 years of experience as a manager
- Excellent communication and interpersonal skills with an interest in meeting new people and relationship management skills
- Strong sales and negotiation skills, the ability to inspire trust with excellent customer service skills
- A results-driven approach to work in order to meet targets;
- Integrity, sincerity and discretion
- Strong presentation skills and attention to detail with the ability to develop and deliver innovative ideas
- Commercial awareness and a keen interest in business.
- Excellent time management skills and self-motivation
- Age preferably below 50 years

If you believe you have what it takes to deliver exceptional results, send in your CV along with the names of two non-related referees within 07 days of this advertisement to the address given below, stating the post applied for on the top left corner of the envelop or e-mail it to jobs@srilankainsurance.com stating the post applied for on the subject line.

Deputy General Manager – HR & ER

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