



VACANCY ANNOUNCEMENT

Intesa Sanpaolo Bank Albania is looking to hire: Insurance Coordinator/Specialist, Retail Division - Tirana

Main responsibilities:

- Drives sales and achieves Bank Assurance targets through coordination of Branch Network and other sales channels.
- Identifies Insurance Clients' needs in Retail Segments and define/implement the relevant commercial strategy.
- Analyses sales performance and define corrective actions to improve business results. Define & deliver service model improvements.
- Analyzes competitor's offers, to propose necessary upgrade or development of products or processes
- Develops the internal regulation regarding Insurance Products and designs/updates related contracts, sales documentation in coordination with the Legal Department and the Compliance & AML Department;
- Allocates budget for the Insurance Stream
- Keeps relationships with Financial Supervisory Authority in regards of Agent Intermediary Activity. Follows up with the submission of relevant documents for Adding/removing ISBA Agents and Adding/Canceling Agreements with insurance Company
- Keeps relationships with Insurance Companies for which the Bank is acting as Insurance Intermediary
- Ensures a satisfactory Insurances stock and performs the relevant action of the Admin Role in the E-insure Application.
- Follows up with Other duties as required by the Bank

Skills & Qualifications:

- Coordinator position (at least 3 years practical experience in Insurance sector).
- Evaluating production costs to develop insurance strategies.
- The coordinator needs to have a thorough understanding of Insurance's market research.
- Strong math skills and the ability to see marketing patterns and trends are necessary for this position.
- Previous experience in Retail Banking or a related industry will be an advantage.
- University degree in Finance, Economy, IT
- Proficiency in MS Office (e.g. Outlook, Word, Excel, PowerPoint, etc.).
- Fluency in English

The applicants should submit:

- Curriculum vitae

within 16/12/2022 to the email address: hr@intesasanpaolobank.al