

German Care (HanseMerkur Insurance Group)

German Care International is a member of the HanseMerkur Insurance Group, and one of the Middle East's leading consultants for premium international health insurance. From our base in Dubai we review the current medical insurance needs of brokers and direct clients, for groups and individuals, then advise on the best policies and cover to meet those needs.

We specialise in world-class executive international health cover, but also offer comprehensive solutions, advising on a range of products for all levels and categories of worker, across any Emirate and for any budget.

Business Development Executive, Middle East

Seniority Level: Junior

Industry: Medical Insurance

Employment Type: Full-time

Job Functions: Business Development

Summary:

To be engaged in the business development activities for global products in an assigned region to achieve profitable growth and earnings targets.

Position Summary:

Implement effective products, services and processes that increase revenue, membership and profitability in a specific market or sub-segment. Includes guiding, influencing, and coordinating multi-functional teams within a specific business to achieve strategic objectives. Accountable for achieving financial objectives, marketing, and channel expansion for assigned market and/or sub-segment.

Requirement:

Meets new sales production and profitability objectives for activity managed within the region, with specific targeted responsibility for the development and management of sales through:

- Working with Strategic Brokers and key fronting partners to identify and develop plans to acquire new large corporate, strategic partnership and sales opportunities for the region.
- Writing and delivering presentations of solutions, with clear business case driven benefits with sound commercial justification.
- Identifying and capitalising on emerging trends by participating in community and industry events.
- Reaching senior levels and having the ability to deliver high quality business development focused presentations that tailor messages to effectively engage senior executives.
- Ability to lead and negotiate complex commercial deals.

- Highly developed consultative selling skills with a focus on high functioning verbal and written skills, excellent questioning techniques, and exceptional influencing skills
- Developing and maintaining market intelligence on products, industry and emerging marketplace trends.
- Sharing relevant industry and competitive data within and across business units and segments so to drive internal change and ensure competitiveness within the large corporate segment.
- Managing resources, works cross-functionally and fosters a collaborative environment.
- Mentoring and supporting peers, sales and service team members.

Requirements

- Candidate should be proficient in the English and German language.
- Candidate should have a valid UAE driving license along with their own vehicle.
- Bachelor's degree or equivalent combination of education and experience required.
- Insurance industry preferred.