

JOB ADVERT

Job Ref No. NBIL/04/2026

Position Title:	Bancassurance Sales Representative
Available position/s:	Various
Division:	NBK Bancassurance Intermediary Ltd
Location:	Branches
Reporting to:	Regional Sales Manager

Position Scope:

To sell insurance products and any other products allocated from the Retail business from time to time by providing quick, seamless, timely, quality, efficient and responsive service to customers at the branch level.

Key Responsibilities:

- Drive sales of life, general, medical, and micro-insurance products in allocated branches to achieve individual and branch targets.
- Identify insurance opportunities by collaborating with branch staff and integrating insurance into daily banking conversations.
- Provide market intelligence, customer insights, and competitor updates to support sales strategies and revenue growth.
- Support marketing campaigns, branch activations, and customer outreach activities to generate leads and close business.
- Deliver product knowledge and basic technical training to branch staff through huddles and on-the-job coaching.
- Participate in sales meetings and contribute ideas that enhance sales productivity and customer engagement.
- Serve as the first point of contact for claims by assisting with initial documentation and escalating cases appropriately.
- Ensure timely submission, processing, and follow-up of all insurance business to deliver smooth customer experiences.
- Collect and submit accurate documentation for policy issuance, endorsements, and renewals in line with regulatory and internal standards.
- Build strong customer relationships through effective communication, timely responses, and consistent follow-up to support satisfaction and retention.

Skills & Experience:

- Bachelor's degree in insurance, Business, Actuarial Science or related field.
- Professional certification in insurance, COP or ECOP is mandatory
- At least 1 year of experience in Insurance, Bancassurance, or within a financial institution.
- Experience in selling insurance products or financial solutions is an added advantage.

How to Apply:

- **Complete the attached application form** [NBK BANCASSURANCE INTERMEDIARY JOB APPLICATION – Fill out form](#)
- And, Submit your CV, along with an application letter to: Bancarecruitment@nationalbank.co.ke by Wednesday, 7th October 2026.
- Please note that applications received after the deadline will not be considered.
- Only shortlisted candidates will be contacted for the next stage/s of the process