



OUR CLIENT

Our client is a leading global financial services group providing a wide range of risk insurance products, pension and life assurance as well as asset management services across different markets. The Company operates in over 10 African markets through a syndicated distribution model covering businesses, individuals, investments, and property.

BACKGROUND

Africa is a key strategic focus as the company expands its strong global footprint across the continent. This role is central to the company achieving the next leap in its exciting story of growth within the West African market.

ROLE PROFILE

Our client is seeking an outstanding, deeply experienced and goal-oriented professional as a **(Senior) Business Development Specialist (Nigeria)** to lead and contribute to the development of new markets strategy definition and implementation in Africa.

Job Title	(Senior) Business Development Specialist
Reports to	Head of Business Development
Supervises	Junior Business Development Specialist
Location	Lagos, Nigeria

KEY RESPONSIBILITIES

A. Market Strategy Development - Definition

- Contribution to the screening and prioritization of new territories (countries and lines of business)
- In-depth analysis of priority markets and entry-mode selection (acquisition, greenfield, partnership)

B. Market Strategy Development - Implementation

- “In-depth analysis” phase (2-3 months): Strategy, target operating model and business case definition
- Implementation of “preparation to launch” phase, setting up project governance and key workstreams and monitoring project advancement

C. Control and support Business Development in Africa

- Securing new business in all lines of businesses in the allowed perimeter
- Following guidelines including compliance, deadline(s) in coordination between entities / Partner Syndicate / Group
- Strategic plan analysis in line with global ambition
- Establishment and quarterly follow-up
- Contribution to Target letter definition and assessment
- Contribution to main projects portfolio follow up

D. Transversal projects and team work

- Transversal projects - coordination and contribution to transversal projects



- Team work - manage junior business development specialists and coordinate actions with other business development specialists

As a Partner, you will work closely with the company's global team, and lead a small and growing local team of stellar investment professionals in the Johannesburg office.

You will source opportunities and lead transactions through to completion, carving out a unique portfolio of high-growth risk carriers and other financial services companies that are successfully and sustainably serving emerging consumers, the vast majority of Africa's population. Your daily work will entail industry analysis, sourcing, valuation, structuring and transaction execution. You will collaborate with the investment manager's dynamic teams in Australia, Singapore, the UK and the USA.

QUALIFICATION / EXPERIENCE REQUIREMENTS

Education:

Degree from a reputable university is required. MBA / MSc or additional professional qualification will be an added advantage.

Experience:

Minimum of 7 years' experience in Insurance & Reinsurance. Candidates with a specific focus on Africa & related infrastructure projects preferred

COMPETENCY REQUIREMENTS

Background

- Experience in sales and distribution strategy or underwriting
- Contacts/relationships in Africa with brokers, clients, investors and corporates in-country
- Experience in change management practices
- Excellent business acumen in Property & Casualty and Commercial Lines
- General knowledge of business analysis and strategy
- Familiar to transversal / international work
- Willingness to be based in Lagos, Nigeria.

Technical, Managerial & Language skills

- Access mastering / Office mastering
- High presentation skills (Pitch format)
- Good knowledge of techniques for planning, monitoring and controlling
- Leadership skills
- Language skills: fluent in English both spoken and in written format is a must; and depending on geographies a second language fluency can be necessary in French or Portuguese.

Behavioural Qualities

- Strong communication, synthesis, persuasion skills
- Stakeholder management: ability to interact at executive level
- Ability to federate teams in a multicultural and distant environment
- Customer oriented profile
- Flexibility to travel
- Problem solving capabilities / Tenacity
- Strategic vision



COMPENSATION

You will be offered an attractive compensation package. Nigerians are strongly encouraged to apply.

EXPECTED START DATE

The successful candidate will be expected to start as soon as possible.

LOCATION

The role will be based in Lagos, Nigeria. By nature of the role, travel will be required from time to time.

APPLICATION PROCESS

If you possess the relevant skills for the above role and wish to take advantage of this exciting opportunity, **please apply for the position by submitting the following documents in MS-Word format as attachment to hello@talentstoneafrica.com**

- i. A copy of your updated resume
- ii. Fully completed application questionnaire (incl. current and expected salary accessible / downloadable from this [link](#) or click on this [page](#) and download the blank questionnaire.

Our client has specifically requested that the following information must be provided along with the Candidate's CV:

- E-mail address
- Title
- First name
- Surname
- Latest job title
- Latest company name
- Current salary
- Salary sought
- Full address
- Preferred contact telephone number

For questions or enquiry on this opportunity, please call +234 1 453 9939