



## JOB DESCRIPTION

**COMPANY PROFILE:** International Energy Insurance (IEI) Plc commenced business as Nigeria’s first Energy-focused Insurance Company, experts in first class underwriting solutions for offshore and onshore risks, as well as general insurance business. The Company’s security is backed by a consortium of local and foreign re-insurers led by African Reinsurance Corporation. We are licensed and regulated by the National Insurance Commission (NAICOM).

Website: <https://www.ieiplcng.com/>

### JOB OVERVIEW

<b>JOB TITLE</b>	Retail Unit Head
<b>BUSINESS UNIT/ DEPARTMENT</b>	Retail
<b>LOCATION</b>	Lagos, Nigeria
<b>REPORTING LINE</b>	Retail Unit Manager

### JOB SUMMARY

The Retail Unit Head leads a team of Retail Sales Executives, ensuring effective recruitment, training, and performance management to achieve unit sales targets. This role focuses on team development, retention strategies, and client engagement support.

### DUTIES & RESPONSIBILITIES

- **Team Management & Recruitment:**
  - Recruit and supervise a minimum of 5 Retail Sales Executives.
  - Set performance targets and monitor achievement.
- **Training:**
  - Develop and deliver training on product knowledge and selling skills.
- **Retention Strategies:**
  - Implement initiatives to retain high-performing team members.
  - Conduct regular assessments to address retention challenges.
- **Performance Monitoring:**
  - Establish KPIs and analyze performance data for improvement
- **Client Presentations:**
  - Support Retail Sales Executives in preparing and delivering client presentations.
  - Ensure professionalism and product knowledge during interactions

## EDUCATIONAL QUALIFICATION & TRAINING

- Minimum of HND/B.Sc. in any discipline.
- At least 3 years of experience in sales leadership (insurance/financial services preferred).
- Strong leadership and team management skills.
- Excellent analytical and communication abilities

## SKILLS & ABILITIES

- Strong leadership and team management skills with the ability to recruit, coach, and motivate Retail Sales Executives
- Strong sales performance management skills, including target setting, KPI tracking, and results-driven execution.
- Excellent training and coaching skills to develop product knowledge and selling capabilities within the team
- Strong analytical skills with the ability to interpret performance data and identify improvement opportunities.
- Strong problem-solving, decision-making, and organizational skills in a fast-paced sales environment.
- Excellent communication, presentation, and interpersonal skills for effective client engagement and team coordination
- Strong relationship management and team retention skills to maintain a stable, high-performing workforce

Suitably qualified candidates are to send their applications with the job title as subject to [recruitment@ieiplcng.com](mailto:recruitment@ieiplcng.com)