



FAMGUARD
CORPORATION LIMITED

CAREER OPPORTUNITY

Senior Vice President, Marketing

PRIMARY RESPONSIBILITIES:

Key Focus: With overall responsibility for the sales and marketing functions of the Home Service, Financial Services, BahamaHealth group & individual insurance, and FGIAB property and casualty divisions, lead marketing strategies ensuring the achievement of sales objectives, profitable growth, maximum productivity and optimal business retention.

- Partner with business leaders and actuaries to design and review product offerings
- Provide performance management, direction, training and coaching to direct reports at the senior levels with a view to increasing insurance knowledge, and market penetration in the sale of life, health, annuity, property & casualty, and other products and services of our subsidiary companies;
- Establish performance standards and monitoring tools to facilitate top performance of all agents and district/agency managers;
- Ensure the promotion and coordination of products and services and client education for the divisions;
- In conjunction with established guidelines and procedures, develop and oversee an agent recruitment and training program for the Home and Financial Services Divisions to ensure continued success;

KNOWLEDGE & SKILLS:

- Minimum of 15 years' experience in managing senior executives/managers in insurance sales and marketing
- Extensive experience in managing risk, product design, compensation structures, and marketing strategies
- Demonstrated successes in insurance sales with overall experience of not less than 20 years in the insurance industry

Resumés with accompanying certificates should be forwarded via email to careers@familyguardian.com by January 25, 2013.

Family Guardian thanks all applicants; however, only those short-listed will be contacted.