

**"Unlock Your Potential with Fareast Islami Life Insurance Company Ltd
"Lead the Challenge, Shape the Future: Your DMD Journey Begins Here!"**

The role of a Head of Business Development in a life insurance company is crucial for driving growth, expanding market share, and building strategic partnerships. The specific responsibilities may vary based on the company's size, structure, and goals, but generally include:

1. **Strategic Planning:**
 - Develop and implement the overall business development strategy aligned with the company's objectives.
 - Projecting the company's long-term plan in harmony with cash flow and profit growth;
 - Identify and prioritize new business opportunities and markets for life insurance products.
2. **Market Research:**
 - Conduct market research to understand customer needs, industry trends, and competitor activities.
 - Analyze data to identify key areas for business expansion and product development.
 - Identifying the strategic problem and implementing the strategic choice of the Company;
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3. **Partnership and Alliances:**
 - Identify and establish strategic partnerships, alliances, and collaborations to enhance the company's distribution network.
 - Negotiate and manage relationships with key distribution partners, such as brokers, agents, and financial institutions.
4. **Product Development:**
 - Work closely with product development teams to ensure that life insurance products meet market demands and regulatory requirements.
 - Introduce new and innovative insurance products based on market trends and customer needs.
5. **Sales and Revenue Growth:**
 - Set and achieve sales targets, revenue goals, and market share objectives.
 - Develop and implement effective sales strategies to drive business growth and profitability.
6. **Team Leadership:**
 - Lead and manage the business development team, providing guidance, coaching, and support.
 - Foster a collaborative and results-driven culture within the team.
7. **Relationship Management:**
 - Build and maintain strong relationships with key stakeholders, including clients, partners, and regulatory authorities.
 - Represent the company at industry events and conferences.
8. **Risk Management and Compliance:**
 - Ensure compliance with regulatory requirements and industry standards.

- Mitigate risks associated with business development activities and maintain a strong risk management framework.

9. **Financial Analysis:**

- Conduct financial analysis to evaluate the feasibility and profitability of new business opportunities.
- Monitor key financial metrics and adjust strategies as needed to achieve financial objectives.

10. **Reporting and Analysis:**

- Provide regular reports and analysis on business development activities and performance against targets.
- Use data-driven insights to make informed decisions and refine strategies.

11. **Customer Focus:**

- Maintain a customer-centric approach, ensuring that products and services meet the needs and expectations of the target customer base.

12. **Academic Qualification:**

- Minimum Master's Degree in any discipline from any reputed University. Preference will be given to ABIA Diploma holder in Life Insurance.

13. **Experience**

- Must have 15 years' working experience in Senior Executive Position in Life Insurance both in the Field & Field Administration. Candidates should have good experience in Development Administration, Sales Promotions, Sales and Marketing Management.

The Head of Business Development plays a pivotal role in shaping the company's growth trajectory and ensuring its competitiveness in the life insurance market. They must possess strong leadership, strategic planning, and relationship-building skills. Additionally, staying informed about industry trends and regulatory changes is crucial for success in this role.

Salary & other benefits will be fixed as per Company's Pay Scale. Age and experience may be relaxed in case of extra ordinary and deserving candidates.

Interested candidates having requisite qualifications and experience are requested to send detailed CV, recent two passport size photographs & copies of all academic, professional & experience to reach the undersigned by 17 December, 2023.



Chief Executive Officer
Fareast Islami Life Insurance Company Ltd.

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