



Job Description

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Job Title Chief Executive Officer - Insurance Broking	Job Location Dar es Salaam	Category -
Job Type Full Time	Job level Intermediate	Industry Insurance
Open to Expatriates Only Open to Tanzanian Nationals	Salary TZS 10M - 13M net salary	

Minimum Requirements

Min Budget TZS 10,000,000	Max Budget TZS 13,000,000	Primary Industry Insurance: 12 Years
Secondary Industry -	Primary Category -	Secondary Category -
Certificate -	Qualification -	

Summary

Lead the insurance broking business as its TIRA-approved Principal Officer: own the P&L and growth strategy, build the corporate client franchise across general lines and the specialist surety & credit practice, ensure exemplary regulatory standing, and develop a professional, client-first team.

Responsibilities

Strategy & Growth

- Develop and execute the corporate strategy and annual business plan approved by the Board; own revenue, brokerage and profitability targets.
- Build the corporate and institutional client base across general lines; scale the surety & credit practice with banks and financial institutions.
- Develop product and distribution partnerships (insurers, banks, affinity channels) and evaluate adjacent opportunities.

Client & Market Leadership

- Lead flagship client relationships and major tenders personally; set the standard for broking quality, claims advocacy and service delivery.
- Ensure disciplined market selection and insurer security review; negotiate terms that demonstrably serve client interests.
- Coordinate with sister company LRB on reinsurance-driven solutions where client needs require them.

Regulatory & Governance

- Act as Principal Officer vis-à-vis TIRA; ensure full compliance with the Insurance Act (Cap. 394), Insurance Regulations 2009, TIRA circulars and guidelines, and AML/CFT requirements.
- Ensure proper handling of client money and premium accounts, timely premium remittance to insurers, and accurate statutory returns.
- Maintain risk management, internal controls and professional indemnity (E&O) discipline; report to the Board on agreed KPI scorecards.

Financial & People Leadership

- Manage budgets, brokerage recognition, receivables and credit control.
- Recruit, develop and retain professional staff; embed an ethical, performance-driven culture.

Education & Qualifications

Must-have

- 12+ years in insurance, of which 6+ years in senior leadership within broking or insurer distribution/technical management
- Proven track record growing corporate insurance portfolios in African markets
- Sound technical knowledge across general lines; familiarity with surety, guarantees and credit insurance
- Bachelor's degree; professional qualification (ACII/FCII or equivalent)
- Eligibility to satisfy TIRA fit-and-proper requirements as Principal Officer
- Fluent English; strong Board-level communication skills

Preferred

- MBA or equivalent
- Kiswahili proficiency and existing Tanzanian corporate/bank relationships
- Bancassurance or bank-partnership experience

Characteristics

- Strategic leadership and commercial acumen
- Integrity and regulatory credibility
- Client-first service orientation
- People development and performance management

Reporting To

Board of Directors

Driving Licence

Not Required

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