



### **Career Opportunity: Manager Strategic Partnerships and Alliances**

TPL Insurance is Pakistan's first and only insurance company to pioneer contact center and web based services, allowing customers to interact and retrieve progress on their insurance policies and claims in real-time.

Currently, we are looking for the services of energetic, enthusiastic and result-oriented professionals for the position of **Manager Strategic Partnerships and Alliances**.

#### **Position Description:**

- Develop & Pitch digital products to external parties with Sales Channels (Banks FI, Telcos etc.)
- Liaison, coordinate, and nurture relationships with existing and new partners.
- Develop, implement and monitor reward programs for insurance products.
- Actively assist and be a part of the Digital Transformation and Sales function of the company to create competitive advantage through digital sales, new integrations with external platforms, Mobile Apps & website.
- Research, develop and introduce 'Driving Telematics Program' without tracker.
- Liaison between Marketing, IT, Finance, Underwriting & Front End Channels (Sales + Digital + Call Centre) for new digital / tech based product development.
- Launch & monitor new products providing insights and analysis based on the results.

The ideal candidate should be Bachelor's / Master's in Business Administration in Marketing having at least 3 to 4 years of relevant experience in well-established organizations.

#### **Skills**

- Critical thinker, intellectually curious and detail-oriented
- Sound knowledge of mobile app / web platforms
- Strong interpersonal, communication and leadership skills

If this sounds like you, please send your resume to: [sarwat.khan@tplcorp.com](mailto:sarwat.khan@tplcorp.com) & [careers@tplcorp.com](mailto:careers@tplcorp.com) .

At TPL, we are an equal opportunity employer and, we do not discriminate on basis of race, gender, color, religion, age, and disability.