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# Example of Insurance Senior Manager Job Description

Our growing company is looking for an insurance senior manager. To join our growing team, please review the list of responsibilities and qualifications.

## Responsibilities for insurance senior manager

* Coordinate with the legal team to ensure products and agreements adequately protect the company, resolve any legal disputes and ensure that regulatory compliance is maintained
* Build and maintain relationships with key product partners, negotiate contracts, evaluate emerging products and ensure that data acquisition is accurate and updated in a timely manner
* Create & lead the development and implementation of product strategies increasing penetration, profitable growth and service excellence
* Create marketing and distribution strategies with senior banking partners in business banking and Commercial to complement and coexist with banking execution strategies
* Experience implementing other CRM platforms (SAP CRM, Oracle Sales Cloud, Salesforce.com, Microsoft Dynamics, etc) or CPQ technologies (Big Machines, Apttus, Cameleon)
* Lead and Manage key relationships within Canadian Banking, such as Role, Performance Management and Performance Strategy
* Providing leadership and developing managers and junior team members to reach their potential
* Lead management consulting business development by articulating distinctive points of view on the P&C industry
* Develop P&C related IP, tools and assets that leverage trends in product development, distribution, marketing and operations
* Dive new SMAC offerings working with our digital COEs to enhance the P&C value chain

## Qualifications for insurance senior manager

* University degree or diploma (major in business management)
* Experience in leading audits of insurance and/or investment management companies
* Creates a framework by which all client experience measurement sources are combined to provide a complete and integrated view of client experience (Market Probe, JD Power, Net Promoter, Brand Equity )
* Analyze what inputs / factors drive the experience and identify key drivers/ opportunities
* Investigates and quantifies the financial benefit and impacts of improving our client experience
* Investigate opportunities to continuously improve our client satisfaction surveys (method & timing)