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If you are passionate about this job opportunity and want to make a difference in the financial sector, we would love to hear from you. Please submit your resumé and cover letter to:

hrd@mcb-bank.com

SENIOR MANAGER SALES (COMMERCIAL LINES)

MADURO & CURIEL'S INSURANCE SERVICES N.V.

Maduro & Curiel's Insurance Services N.V. (MCIS) is seeking a motivated and entrepreneurial professional to serve as Senior Manager Sales (Commercial Lines).

The Senior Manager will be responsible for the sales of commercial General Insurances as well as retail and commercial Life Insurances across the Dutch Caribbean. The role involves defining sales strategies and business plans, leading and mentoring sales teams, and analyzing data to grow the insurance portfolio and acquire new customers. The incumbent will also serve as a member of the Management Team, advising on strategic direction and operational success.

CANDIDATE PROFILE:

- **Education:** At least a Bachelor's degree in commercial management, business administration, or an equivalent level; a Master's degree is considered a plus.
- **Experience:** A minimum of five (5) years of experience in the insurance business or similar relevant insurance services in a senior position.
- **Leadership:** Proven experience in planning and implementing sales strategies and managing/leading a high-performing sales team.
- **Skills:** Strong analytical, organizational, and decision-making abilities with a customer-focused mindset.
- **Communication:** Excellent written and verbal communication skills in Papiamentu, Dutch, English, and Spanish.
- **Ethics:** High ethical standards and a commitment to maintaining the highest risk and control culture standards.

