

Location:	Port-Of-Spain or Newtown, Trinidad and Tobago
Closing Date:	April 22, 2026
Job Type:	Full time
Salary:	Undisclosed
Posted:	Posted today (6 hours ago)
Source:	JobsTT

Description

The role identifies and recruits channel partners while cultivating business relationships to maximize revenue streams and ensure long-term unit profitability for the Affinity Group portfolio of Cuna Caribbean Insurance's business.

Key Responsibilities

- Research suitable channel partners and onboard them for CCI product offerings
- Provide strategic portfolio reports and meet quarterly with partners
- Analyze market trends to recommend sustainable revenue solutions
- Meet assigned revenue and new business targets
- Manage client portfolios for long-term profitability
- Design solutions addressing client business challenges
- Expand client participation in CCI products through presentations and training
- Develop relationship strategies for acquiring and retaining business
- Support marketing campaign development
- Provide product/service feedback to management
- Represent CCI at industry events

Qualifications & Requirements

- Five years demonstrable sales experience
- Channel management or insurance experience preferred
- Diploma/Degree in Marketing, Business, or relevant field
- Ordinary Long-Term Life Insurance License (or willingness to obtain)
- Valid driver's license and reliable vehicle
- Advanced Microsoft Office proficiency
- Strong presentation and sales execution abilities
- Excellent communication, negotiation, and problem-solving skills
- Superior relationship-building capabilities

How to Apply

Click the 'Apply For Job' button on JobsTT at jobstt.com/job/account-executive