



VACANCY

SENIOR MANAGER SALES (COMMERCIAL LINES) MADURO & CURIEL'S INSURANCE SERVICES N.V. (MCIS)



LOCATION: CURAÇAO

JOB DESCRIPTION

The Senior Manager Sales (Commercial Lines) leads and drives commercial General Insurance sales as well as retail and commercial Life Insurance across MCIS and the Insurance Divisions of the Banks on the Dutch Caribbean islands. In this leadership role, you will define comprehensive

sales strategies, mentor and inspire high-performing sales teams, build lasting corporate client relationships, and participate as a key member of the Management Team to expand the insurance portfolio and achieve business growth.

MAJOR ACCOUNTABILITIES

- Design and execute strategic sales and business plans to penetrate the commercial market, expand the customer base, and meet revenue and growth targets.
- Lead, coach, and supervise sales teams across General and Life Insurance lines, establishing individual and departmental quotas while monitoring performance through KPIs.
- Serve as an active member of the Management Team, advising the Managing Director on strategic direction, business performance, operational policies, and key investments.
- Drive client acquisition and retention by fostering strong relationships with commercial clients, correspondent brokers, and insurance partners, while ensuring effective cross-selling with bank departments.
- Provide expert guidance on complex underwriting and claims matters, ensuring strict adherence to internal policies, Customer Acceptance Handbooks (CAH), MOT regulations, and regulatory requirements.

QUALIFICATIONS: EDUCATION AND EXPERIENCE

- **Team Leadership & Coaching:** Strong ability to recruit, develop, motivate, and mentor sales professionals in a target-driven, high-performance environment.
- **Strategic & Forward Thinking:** Proven expertise in market analysis, business planning, and translating organizational vision into actionable sales initiatives.
- **Customer & Relationship Focus:** Exceptional interpersonal skills to build trust, maintain long-term commercial client relationships, and collaborate with internal and external stakeholders.
- **Communication & Negotiation:** Excellent verbal and written communication in English, Dutch, Papiamentu, and Spanish, combined with strong persuasion and presentation abilities.
- **Results & Decision-Making Drive:** Autonomous, entrepreneurial mindset with the ability to take decisive actions, solve complex operational challenges, and uphold sound governance and ethics.

KEY COMPETENCIES

- **Education:** At least a Bachelor's degree in Commercial Management, Business Administration, or equivalent working and thinking level with extended insurance training; a Master's degree is a plus. Assurantie B, WFT, or an equivalent diploma is an advantage.
- **Professional Experience:** At least five (5) years of experience in the insurance business or similar insurance services, with a proven track record in a senior leadership role managing sales teams and driving business growth.
- **Technical Knowledge:** Holistic knowledge of commercial general insurance, life insurance products, underwriting procedures, local and international market trends, and familiarity with insurance software such as ANVA.

BESIDES THE EXCITEMENT AND THE CHALLENGE WE OFFER:

- Competitive salary and performance bonuses.
- Standard office environment and working conditions with option for hybrid working.
- Comprehensive healthcare package.
- Retirement savings plan.
- Generous vacation and sick leave.
- Talent and development opportunities.
- Employee assistance program.
- A vibrant workplace culture with team events and activities.

***EMBRACING THE
OPPORTUNITY TO
GROW LEADS TO
UNPARALLELED
PATHS OF
SUCCESS.***

WORKING AT MCB

At MCB, we are committed to fostering a culture of excellence, innovation, and inclusion. We believe in empowering our employees to grow professionally and personally within a supportive and dynamic environment. Our team values collaboration and diversity, and we are dedicated to making a positive impact in the communities we serve.

HOW TO APPLY

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 resume and cover letter to: hrd@mcb-bank.com

Note: This job description is not designed to cover or contain a comprehensive list of activities, duties or responsibilities that are required of the incumbent for this position.

