**JUNAIDI YUNUS MAZENIN**

Mobile: 013.8661495

Email: junaidiyunus@gmail.com

Address: U0372, Lot 3, Ground & 1st Floor, Jalan Bunga Anggerik, 87013 Labuan F.T.

**INSURANCE & TAKAFUL AGENCY, BANCA, ENTERPRISE & OTHERS BUSINESS DISTRIBUTION CHANNEL**

**SALES & BUSINESS DEVELOPMENT**

A sales and business development professional with 14 years’ experience in the Insurance and Takaful industries managing general agency, life & family agency, banca and corporate business. I have a proven track record of developing and managing agency business and motivating agencies to consistently exceed targets. Consistent in achieving strong record of performing recruitment and sales quotas, developing new business and strengthening agency relationships with innovative ideas. Articulate especially in negotiation skills and communication. Good strength in planning, goal-setting, strategy implementation and follow-up.

**PROFESSIONAL EXPERIENCE**

Etiqa Insurance & Takaful Berhad 1 July 2009 to Present

Branch Manager Labuan

Assigned to Labuan to develop Takaful market; both in Family & General Business. Lead and manage a team of marketer to achieve the branch business objectives. To plan, develop, promote and grow the business portfolio of all channels at the branch by developing short and long term strategies, offering value added solutions for the customers and ensuring the effective implementations of new business opportunities while retaining and growing existing accounts and executing retention strategies. Guide the staff towards providing excellent service and enhance service delivery at all customer touch-point where quality of service is assessed in the branch. Fully accountable for branch (Profit & Loss) thru managing underwriting profit, resources and management expenses. Key accomplishment includes:

* Started Takaful market for Etiqa in Labuan and grow the business to RM2Million.
* Produce one RM1Million agency in Labuan and managing RM6Million general account.
* Produce 5 leaders in Life in 2 years.
* Responsible to penetrate new area in southern part of Sabah and northern of Sarawak especially to develop Life & Family business.
* Trained and produce best BDE for 2012 and runners-up for 2013.
* Awarded Best Non-Motor Growth 2011 nationwide.
* Currently for Etiqa branch ranking, Labuan at no. 7 best branch overall, Life at ranking no. 6, Family no. 1 and General at no. 7 from 31 branches in total.

**PROFESSIONAL EXPERIENCE (Continued)**

Takaful Nasional Sdn Bhd Sep 2004 to June 2009

General Takaful Executive, Kota Kinabalu

Hired to develop car sales dealers & used car market. Carry out business plans, promoting new business opportunities for the Branch while retaining and growing existing accounts trough all channels. Roll out short and long term strategies and action plans and offer value added solutions for the branch business partners and customers so as to exceed customer expectations. Ensure the effective implementation of new business plans and execution of retention strategies. Play an important role in making TN the preferred long term business partner at the Branch by enhancing TN’s corporate image. Key accomplishment included:

* Recruited more than 100 agents within 5 years.
* Grow General Takaful Business from RM1.7 Million to RM7.7Million.
* Produced 1.7 Million Ringgit car dealers.
* Improved number of agents banding from 3 silver agents in 2004 to 18 silver agents, 2 gold agents and 3 platinum agents

Willis (Malaysia) Sdn Bhd

Junior Executive, Kota Kinabalu Jan 2004 to Aug 2004

Clerk, Kota Kinabalu Apr 2000 to Dec 2004

Started as a clerk handling general business renewal and claims notification. Promoted to Junior Executive to handle SESB, Shell Station and MAB account.

**EDUCATION**

Professional : Sep 2013 Certificate of MII – Insurance (CMII)

Tertiary : 1999-2004 Diploma in Business Studies (DBS, UiTM)

Secondary : 1990 - 1994 Sijil Pelajaran Malaysia (SPM)

**ACHIEVEMENT**

In Willis (Malaysia) Sdn Bhd from 2000 until 2004, I have improved my technical knowledge in Insurance and marketing skills. This all happened while I further my study as part time student in UiTM Sabah. As a reward in providing an excellence service in managing SESB, MAB and Shell Station Insurance Scheme, I was promoted to Junior Executive in 2004.

In September 2004, I moved to Takaful Nasional Sdn Bhd and my main task is to develop new agency force by recruiting car dealers & used car dealer market for takaful. The implementation was succesful in 2007. At the same time, I also manage to improve the number of recruitment from 50 to 150 agents, thus resulted in steady increase of general agency business. Quality agents banding also improved with a better Value Proposition being put in place. During my tenure in TN, others channel such as Third Party Bank, Brokers and Pos Malaysia are also under my portfolio of business.

In July 2009, I was assigned to Etiqa Labuan after the merger as a Branch Manager. My main task is to develop Takaful market for family and general takaful business. Takaful business now grow to RM2Million and producing the first RM1Million general agency in Labuan. In total, Labuan branch grow from RM4Million to RM8Million forecasted at year end.

On my interest to move to another insurance operator, I would like to gain new experience with one of the largest motor and general insurance provider in Malaysia.

Notice Period: 1 Month

I authorize your handling of my personal details as per “Malaysian Law Personal Data Protection