

Sanlam Kenya trains business partners on Marine Cargo Insurance administration

Written by Rodgers Tumo 20 January 2017 Banks



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Mombasa, 20 January 2017: Local non-bank financial services provider Sanlam Kenya Plc has embarked on a training programme to raise the technical awareness for its marine cargo insurance business partners in Mombasa.

The training programme for more than 100 business partners, follows the recent commencement of local underwriting for maritime cargo destined to and from Kenya.

The training events, are part of Sanlam Kenya's drive to empower the marine value chain players with techn

successfully.

Speaking in Mombasa, Sanlam General Insurance CEO, Mr. George Kuria, said the training programmes will be delivered to all Sanlam General Insurance business partners seeking marine cargo insurance services, to enable them flawlessly self-manage the underwriting process.

Sanlam Kenya is actively seeking the Kshs 20 billion Marine Cargo insurance market by providing excellent service in the marine cargo insurance space.

Innovatively, the new Sanlam Kenya Marine Insurance policy covering a broad range of maritime cargo risks will be delivered from a dedicated web based portal. The portal allows importers the added convenience of transacting from the comfort of their offices.

“In conjunction with Santam Marine, the largest marine insurer in Africa, at Sanlam Kenya we are very well placed to insure a wide range of marine risks through Sanlam General Insurance, our general insurance subsidiary,” Kuria said, adding that, “Our expertise in this unique field provides us with a meticulous understanding of marine and contemporary port operating risks. From ship, cargo damage, container terminal and maritime construction risks, to natural catastrophes and piracy, all these risks are covered.”

During the training session held at the Royal Court Hotel in Mombasa, the Sanlam business partners were taken through Sanlam Kenya’s Marine insurance portal which will enable them to offer services to their clients on a real-time basis from the comfort of their offices.

To facilitate stakeholder proficiency, Sanlam Kenya has undertaken to roll out training modules for its business partners such as Clearing and Forwarding agents and Insurance brokers to enable them navigate through the online underwriting portal.

Sanlam Kenya, Kuria explained is well placed to underwrite maritime risks courtesy of its association with the Sanlam Group- leading Pan African financial services firm.

Through its general insurance subsidiary- Sanlam General Insurance- the firm has tapped on Sanlam Group’s century old technical and financial muscle to deliver a superior marine insurance cover for its clients.

The firm, Kuria added is well equipped and up to the technical task of carrying marine cargo insurance including fuel oil, bulk grains and motor vehicles among others.

The delivery of the Sanlam Kenya Marine Insurance Policy through an online platform is one of the enhanced alternative distribution models recently adopted by Sanlam Kenya to further boost its corporate performance and customer satisfaction.

Sanlam Kenya’s enhanced association with the Sanlam Group - Africa’s largest non-bank financial services business - provides the firm with the added underwriting capacity, flexibility and technical know-how to provide an enhanced range of specialist risk solutions including marine and related import export cargo risk coverage

Founded on a rich heritage and good corporate citizenship, Sanlam Kenya, a Nairobi Securities Exchange (NSE) listed firm, currently features a branch network of 34 client experience centres across Kenya’s major towns. The firm enjoys an estimated market share of 8% in the Kenyan life insurance industry, serving over 99,401 policyholders under individual life and more than 236,507 under group life.

Its recent rebranding to Sanlam aims to offer Kenyan shareholders, clients and other stakeholders the added comfort and security of doing business with a brand and company that has a strong track record of financial performance and world-class products and services.

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