



[EN] Sales Executive (Motor Dealer/Car Insurance (PR/093818))

Job Information

Recruiter

JAC Recruitment Vietnam Co., Ltd

Job ID

1486941

Industry

Insurance

Company Type

International Company

Job Type

Permanent Full-time

Location

Vietnam

Salary

Negotiable, based on experience

Refreshed

July 22nd, 2024 15:26

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

None

Minimum Japanese Level

Business Level

Minimum Education Level

Associate Degree/Diploma

Visa Status

No permission to work in Japan required

Job Description

JOB RESPONSIBILITIES
Sales Growth:

- Develop and execute strategies to increase car insurance sales through agent & partner channels
- Foster strong relationships with agents and partners to drive sales growth

Agent & Partner Support:

- Design and implement sales campaigns and performance metrics (KPIs) to promote agents and partners
- Conduct training seminars for current and potential agents on non-life insurance (car insurance).
- Insurance Premium Collection
- Monitor overdue premiums and implement strategies to guarantee full and timely collection
- Track the amount of premiums collected by agents each month to identify areas for improvement
- Customer Acquisition & Retention:
- Proactively identify potential customers.
- Collaborate with partners to ensure timely renewal reminders for customers, promoting retention.

- Process and issue insurance contracts efficiently, providing a smooth customer onboarding experience
- Collaborate with cross-functional teams to support customers

Other tasks:

- Report unusual problems if any
 - Perform other office tasks as required by the Company
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Required Skills

JOB REQUIREMENTS

- Have a College or Bachelor's degree
- Strong understanding of car insurance products
- Minimum of 2 year of experience in sales.
- Excellent communication, negotiation and interpersonal skills.
- Having business English communication skill is preferable
- Having a network of car insurance agents and partners is a big plus

BENEFITS

- Salary: Negotiable, depending on current salary and ability
 - 13th Month Salary, Yearly Performance Bonus
 - Allowance (Phone, Language, Clothing, Lunch, Commuting, Business Trips, Commitment, etc)
 - Premium Health Insurance (Depending seniority, this insurance also covers the employee's family members)
 - Social Insurance
 - Training programs (Soft skills, Industry knowledge, Certificates such as ANZIIF, CII, ACCA, Actuary..., Conference, etc)
 - Minimum 15 days of paid leave per year
 - Yearly Company trip, party, team building activities, and talent show
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Company Description