



PR/094498 | Senior Partnership (Japanese Speaking)

Job Information

Recruiter

JAC Recruitment Vietnam Co., Ltd

Job ID

1518157

Industry

Bank, Trust Bank

Job Type

Permanent Full-time

Location

Vietnam

Salary

Negotiable, based on experience

Refreshed

January 28th, 2025 11:13

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

Business Level

Minimum Education Level

Associate Degree/Diploma

Visa Status

No permission to work in Japan required

Job Description

Company and Job Overview

JAC's client is a Non-life Insurance Company looking for a Senior Partnership (Japanese Speaking)

Location: Ho Chi Minh City

Employment: Senior Executive

We are seeking a qualified individual that maximizes sales possibilities, cultivates connections with customers, and follows up on leads. Fluency in Japanese and a solid grasp of Japanese corporate culture are prerequisites. You will have the opportunity to learn about risk management and insurance-based countermeasures. The team's senior staff will give you the chance to develop your insurance industry abilities.

Job Responsibilities

- "Get the sale" by employing a variety of customer sales techniques, including as cold calling, presentations, and introductions
- Forecast sales, create "out of the box" sales strategies and models, and assess their efficacy
- Assess customer skills and needs and establish fruitful, long-lasting relationships
- Meet individual and team sales goals;
- Investigate accounts and create or pursue sales leads
- Attend meetings, sales events, and trainings to stay up to date on the most recent advancements
- Maintain and grow your client database within the designated area. Managers will assign you other responsibilities

Job Requirements

- Over 04 years of sales experience
- Shown sales expertise and a history of exceeding quota
- It is preferred if you have prior Japanese job experience
- Proficiency in Japanese (N2 level or above), both in writing and speaking at a business level
- Knowledge of Japanese corporate culture
- Knowledge of various sales strategies and pipeline administration
- Excellent interpersonal, negotiating, and communication skills
- Self-driven and inspired
- Well-organized, client-focused, result-oriented, and a team player
- Computer savvy and familiar with the standard Microsoft office suite (Email, Word, Excel, PowerPoint, etc.)
- A bachelor's degree or its equivalent

Benefits

- Opportunity to improve sales abilities and learning risk management
- Opportunity to learn and developing business skills in a multinational corporation
- Opportunity to brush up on your Japanese language proficiency in the real business world
- A welcoming, considerate, and inspiring work environment
- Mandatory Social Insurance in accordance with legal requirements

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Company Description