



PR/094498 | Senior Partnership (Japanese Speaking)

募集職種

人材紹介会社

JAC Recruitment Vietnam Co., Ltd

求人ID

1518157

業種

銀行・信託銀行・信用金庫

雇用形態

正社員

勤務地

ベトナム

給与

経験考慮の上、応相談

更新日

2025年01月28日 11:13

応募必要条件

職務経験

3年以上

キャリアレベル

中途経験者レベル

英語レベル

ビジネス会話レベル

日本語レベル

ビジネス会話レベル

最終学歴

短大卒：準学士号

現在のビザ

日本での就労許可は必要ありません

募集要項

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

#LI-JACVN

会社説明