

Job Advertisement

Company Details	
Company Name	MSIG Insurance (Hong Kong) Limited
Company Description	<p>Headquartered in Japan, MSIG is a long-established global insurer with 14,000 dedicated employees. We are a non-life insurer with the largest insurance network in Asia, operating through an international framework of over 40 countries and regions. Our affiliation with Hong Kong alone stretches back over 150 years.</p> <p>We go above and beyond the call of duty in every aspect of our operation, and we are taking this mandate to develop our people into world class insurance professionals of the highest calibre. Today, we are inviting applications from talented individuals who share our passion for excellence. The opportunity is here for you to excel yourself and expand your potential to the best of your limit.</p>
Location	Taikoo
Classified Start Date	4 Jul 2024
Job Detail	
Non-Sales position	
Position	Senior Manager, Strategic Partnership
Department	Strategic Partnership & Digital Business
Job Category	Account & Relationship Management (Sales)
Job Description / Duties	<ul style="list-style-type: none"> • Formulate business development strategies and plans to drive business growth for the channel and attain profitable growth • Generate commercial insurance sales from partners and Direct channel • Develop commercial insurance business opportunities with new and existing partners. Meet partners and clients to build rapport and nurture business relationship • Lead team to achieve sales target and company objectives • Facilitate launch of products and campaigns with partners and follow through implementation. Conduct briefings and trainings. • Collaborate with operation team and internal stakeholders to provide partners and clients with quality services • Follow company's underwriting guidelines to review and approve commercial insurance cases
Requirements	<ul style="list-style-type: none"> • University graduate or above, preferably with professional insurance qualification (such as ANZIIF, ACII, etc.) • Minimum 10 years' working experience in Bancassurance/ business development/ relationship building with bank partners or new partners • Solid knowledge in general insurance and underwriting, particularly in commercial lines products • Strong business acumen, sales planning, marketing sense and client management skills • Excellent interpersonal, presentation, negotiation, leadership skills and able to lead a small team • Good computer skills in MS Word, Excel and PowerPoint • Proficient in both written and spoken English and Chinese
Application Method	<p>Interested parties please send full resume with current and expected salary to hrdivision@hk.msiq-asia.com</p> <p>Personal data collected will be used for recruitment purpose only and all applications will be treated in strict confidential. Unsuccessful applications will be destroyed after 12 months.</p>
Application Deadline	31 Oct 2024

Year(s) of Working Experience	Minimum 10 years
Employment Type	Full Time, Permanent
Additional Benefits	Dental insurance, Double pay, Education allowance, Five-day work week, Life insurance, Medical insurance