

Senior Relationship Manager

<u>仕事ID:</u>	95353
<u>職種タイトル:</u>	Senior Relationship Manager
<u>企業名:</u>	East West Consulting
<u>仕事の形態:</u>	正社員
<u>部署名:</u>	Corporate Sales
<u>勤務地:</u>	Tokyo, 東京都
<u>給与:</u>	1000万円? 固定給+ボーナス
<u>最終更新日:</u>	2008年05月13日
<u>職務経験:</u>	6年以上
<u>英語レベル:</u>	ビジネス会話レベル
<u>日本語レベル:</u>	流暢
<u>最終学歴:</u>	大学卒：学士号
<u>現在のビザ:</u>	日本での就労許可：有
<u>スキル・資格:</u>	<ul style="list-style-type: none">* 法人営業経験及び、同等の経験、交渉力* コミュニケーション能力及び、柔軟性* 分析、判断、決断能力* プロフェッショナルとしての向上心、責任感* 生保知識及び、幅広い金融業界知識* PCスキル * Experience in corporate sale and negotiation skill* Communication skill and flexibility* Analysis skill, excellent judgment, great determination* Ambition and responsibility as a professional* Broad based knowledge of insurance and other financial service industry* PC Skills - Microsoft Office

<u>募集要項:</u>	<p>職務内容</p> <ol style="list-style-type: none">1. 提携金融機関本部とのリレーションシップ構築<ul style="list-style-type: none">* 提携金融機関との関係課題の調整* 提携金融機関からのクレーム対応及び、各部門の調整* 提携金融機関の情報収集 2. 販売実績向上に向けた営業推進策・戦略の提案及び、実行<ul style="list-style-type: none">* 販売実績向上に向けた販売会社との協議・交渉* 販売状況分析からの新たなプロモーション推進策の発案・立案及び、実行* サポート施策の発案・立案及び、実行 3. 各部門への情報連携<ul style="list-style-type: none">* ホールセール部門への施策及び、戦略等の連携* その他、必要各部門への情報連携及び、調整
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Job description

1. Build a relationship with distributors Head Office

- * Coordinate with distributors on issues about relationships
- * Deal with claims from distributors and coordinate with other depts.
- * Gather information from Distributors

2. Planning and leading of Sales Promotion and strategies

- * Cooperate and negotiate with distributors to enhance Sales performance
- * Planning and leading of innovative sales promotion and campaign by analyzing sales
- * Planning and leading of sales support

3. Share information with other internal sections

- * Share information of measures, actions and strategies with Wholesale Dept.
- * Coordinate and share information with other relevant depts.

If you would like to find out more information about this excellent opportunity, please let me know as soon as possible.

I look forward to hearing from you soon

宜しくお願いします。

Best Regards

Samuel Bird

Career Management Partners (CMP)

A division of East West Consulting K.K. *

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Main URL: <http://www.ewc.co.jp>

Map: <http://www.cmpartners.co.jp/access.html>

* About CMP: http://www.ewc.co.jp/ja/press_release/cmp.htm

会社紹介:

Since 1987 East West Consulting has helped a broad array of international companies achieve success in the Japan market. We are widely recognized as Tokyo 's leading executive search firm. Our clients range from many of the most prominent Fortune 500 companies to dot-com start-ups and successfully emerging enterprises that we are proud to have helped through the establishment phase. East West 's unique recruiting system has been specifically designed for and honed in Japanese market conditions, by executive search professionals with many decades of cumulative experience here, and our clients can benefit from a number of distinctive advantages.