



PR/095438 | Sales Director, Health Solutions

Job Information

Recruiter

JAC Recruitment Vietnam Co., Ltd

Job ID

1569719

Industry

Bank, Trust Bank

Job Type

Permanent Full-time

Location

Vietnam

Salary

Negotiable, based on experience

Refreshed

December 23rd, 2025 10:28

General Requirements

Minimum Experience Level

Over 6 years

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

None

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 the leading service provider in insurance and reinsurance brokerage, is looking for a Sales Director, Health Solutions.

Location: Ho Chi Minh

Job Responsibilities

- Collaborate closely with the Country Head of Growth to implement best practices in business development.
- Play a key leadership role in designing and delivering client acquisition and revenue growth strategies for the Business Development Team in Ho Chi Minh City.
- Drive business development excellence through industry research and local market planning (LMP).
- Take full accountability for executing the Healthcare growth plan with a strong focus on sales and expansion.
- Lead, manage, and execute agreed growth plans and budgets for the assigned client portfolio, while contributing to the annual planning cycle.
- Oversee the growth planning framework, maintaining a dynamic and regular focus on the Market Assessment

process.

- Develop strategies and co-lead initiatives to secure new large accounts.
- Prepare and deliver sales management reports as required to the Head of Growth.
- Managing direct reports within the Ho Chi Minh Business Development team, ensuring their objectives align with the overall country strategy, monitoring performance, and guiding them to take continuous actions to strengthen their capabilities as business leaders.

Job Requirements

- Bachelor's degree in Business Administration, Management, or related field (Master's degree is a plus).
- At least 7 years in health solutions, non – life insurance and brokerage.
- Experience in healthcare sales (B2B) or managing key accounts is a big advantage
- Strong interpersonal skills to establish and maintain client relationships
- Proven track record of networking and building rapport with key stakeholders.

Benefits

- Access to specialized training programs delivered by local and regional experts in the healthcare sector.
- Receive guidance and career development support from your direct manager.
- Gain opportunities to grow professionally and make a significant contribution to the company's success.
- Work in a dynamic, fast-paced environment that fosters learning and innovation.

Interested applicants, click **APPLY NOW**.

#LI-JACVN

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Company Description