



PR/095701 | [Insurance] Branch Director

Job Information

Recruiter

JAC Recruitment Vietnam Co., Ltd

Job ID

1583889

Industry

Bank, Trust Bank

Job Type

Permanent Full-time

Location

Vietnam

Salary

Negotiable, based on experience

Refreshed

May 19th, 2026 12:01

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

Location

Hanoi city, Vietnam

Company and Job Overview

A well-established organization operating in the financial services sector, with a strong focus on sustainable growth in Vietnam.

Job Responsibilities

- Lead and oversee all business and operational activities of the branch to ensure performance targets are achieved
- Develop and execute annual business plans aligned with overall company strategy
- Drive revenue growth and profitability while ensuring compliance with internal policies and regulatory requirements
- Manage sales operations, policy management, and premium collection activities
- Supervise underwriting, claims handling, reinsurance coordination, and general administration
- Build and maintain strong relationships with partners, key clients, and relevant authorities
- Recruit, coach, evaluate, and develop the local team to enhance performance and engagement
- Monitor market trends and provide strategic insights to support business expansion

Job Requirements

- Bachelor's degree or above in finance, banking, or a related field
- Minimum 3 years of relevant experience in insurance or financial services, preferably in a managerial capacity
- Solid understanding of non-life insurance operations, including underwriting, claims, and reinsurance
- Proven track record in business development, ideally with corporate clients or broker/agency networks
- Good knowledge of the Northern Vietnam insurance market
- Strong leadership, strategic thinking, and team management capabilities
- Proficiency in English a must

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Company Description