



PR/160654 | Corporate Insurance Executive – GHS

Job Information

Recruiter

JAC Recruitment Malaysia

Job ID

1599354

Industry

Bank, Trust Bank

Job Type

Permanent Full-time

Location

Malaysia

Salary

Negotiable, based on experience

Refreshed

June 26th, 2026 11:14

General Requirements

Minimum Experience Level

Over 1 year

Career Level

Mid Career

Minimum English Level

Native

Minimum Japanese Level

None

Minimum Education Level

Associate Degree/Diploma

Visa Status

No permission to work in Japan required

Job Description

Job Responsibilities

- Drive new business for Group Health Insurance (GHS) across corporate and SME clients
- Build and manage a strong sales pipeline to achieve targets
- Conduct client presentations and recommend tailored insurance solutions
- Maintain strong client relationships and provide support on inquiries, renewals, and policy servicing
- Advise on policy terms, benefits, and claims; assist with documentation and applications
- Coordinate with internal teams and insurers for quotations, policy issuance, and renewals
- Manage renewals proactively and identify upselling or cross-selling opportunities
- Ensure compliance with regulatory requirements and maintain accurate records

- Monitor market trends and provide sales updates and market feedback
- Support marketing activities and handle ad-hoc tasks as required

Job Requirements

- Diploma/Degree in Business, Finance, or related field
- 1–3 years in insurance sales or client servicing (GHS experience is a plus)
- Sales-driven, proactive, and client-focused
- Proficient in Microsoft Office
- Insurance license/certification is an advantage

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#countrymalaysia

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Company Description