

PR/096249 | Insurance Sales (Commercial Risk)

Job Information

Recruiter
JAC Recruitment Vietnam Co., Ltd

Job ID
1614233

Industry
Bank, Trust Bank

Job Type
Permanent Full-time

Location
Vietnam

Salary
Negotiable, based on experience

Refreshed
November 3rd, 2026 04:00

General Requirements

Minimum Experience Level
Over 3 years

Career Level
Mid Career

Minimum English Level
Fluent Level

Minimum Japanese Level
None

Minimum Education Level
Associate Degree/Diploma

Visa Status
No permission to work in Japan required

Job Description

Company Overview
Our client is a leading global insurance brokerage and risk consulting firm, providing a wide range of risk management, commercial insurance, and employee benefits solutions to multinational and local enterprises. The company serves clients across various industries, including manufacturing, logistics, trading, and other corporate sectors.

Responsibilities

- Drive new business acquisition and build a strong sales pipeline within the corporate segment.
- Identify, approach, and develop relationships with prospective clients through networking, referrals, meetings, and direct business development activities.
- Manage the full sales cycle from prospecting to closing.
- Engage with key decision-makers, including CEOs, CFOs, Finance Managers, HR Directors, and HR Managers, to understand client needs and deliver suitable risk and insurance solutions.

- Collaborate with internal teams to develop competitive proposals and tailored client solutions.
- Achieve sales targets and contribute to business growth in the Vietnam market.

Requirements

- Minimum 3 years of experience in B2B Sales, Business Development, Corporate Sales, or Client Management.
- Background in Commercial Insurance, Non-life Insurance, Insurance Brokerage, Employee Benefits, Commercial Risk, or related industries.
- Strong hunter mindset with proven experience in acquiring new clients and driving new business growth.
- Experience working with corporate clients, particularly FDI companies, manufacturing, logistics, trading, or large enterprises.
- Strong communication, negotiation, stakeholder management, and relationship-building skills.
- Fluent English communication.

Benefits

- Base salary: up to 35 million VND/month.
- Attractive sales incentives and performance-based bonuses.
- Opportunity to work with multinational and large-scale corporate clients.
- Clear career development path within a global organization.
- Professional, dynamic, and growth-oriented working environment.

Due to the volume of applications, only shortlisted candidates will be contacted. Thank you for your interest.
#LI-JACVN

Notice: By submitting an application for this position, you acknowledge and consent to the disclosure of your personal information to the Privacy Policy and Terms and Conditions, for the purpose of recruitment and candidate evaluation.

Privacy Policy Link: https://www.jac-recruitment.vn/privacy-policy
Terms and Conditions Link: https://www.jac-recruitment.vn/terms-of-use

Company Description