

PR/160264 | Reinsurance Marketing (BD Manager)

Job Information

Recruiter
JAC Recruitment Malaysia

Job ID
1614531

Industry
Bank, Trust Bank

Job Type
Permanent Full-time

Location
Malaysia

Salary
Negotiable, based on experience

Refreshed
November 24th, 2026 16:00

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

JOB RESPONSIBILITIES:

- Identify new business opportunities and potential clients in the Malaysian insurance market.
- Support preparation of marketing proposals, presentations, and reinsurance programme materials.
- Conduct market research and gather insights on industry trends, pricing, and reinsurer appetite.
- Assist in developing and executing marketing strategies to grow the company’s portfolio.
- Build and maintain strong relationships with insurers, reinsurers, and international markets.
- Support client engagement activities, including meetings, marketing visits, and reinsurer interactions.
- Coordinate communications between clients and reinsurers for smooth placement and servicing.

- Manage client inquiries and provide timely support on product offerings and solutions.
- Assist in end-to-end placement of treaty and facultative reinsurance.
- Prepare slips, summaries, underwriting information, and supporting documentation.
- Support negotiations to secure competitive terms and pricing from reinsurers.
- Prepare comparisons, term summaries, and recommendation reports for clients.
- Coordinate with internal teams (Finance, Claims, Compliance, Broking) to ensure smooth workflow and documentation.
- Maintain accurate records of marketing activities, treaties, facultative placements, and client interactions.
- Ensure timely submission of documents, reports, and required data.
- Support internal reporting, pipeline tracking, and business development dashboards.
- Ensure compliance with regulatory requirements and company policies.
- Assist with KYC documentation for new and existing clients.
- Assist with special projects, industry events, workshops, and cross-functional initiatives.

JOB REQUIREMENTS:

- Bachelor degree in any relevant field
- At least 3 years of business development experience in insurance/ reinsurance background
- Strong communication skills in English, Bahasa Melayu, and Mandarin (preferred)

#LI-JACMY

#StateKL

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Company Description