

PR/096401 | Deputy Manager (Front) Motor Dealer

Job Information

Recruiter
JAC Recruitment Vietnam Co., Ltd

Job ID
1623376

Industry
Audit, Tax Accounting

Job Type
Permanent Full-time

Location
Vietnam

Salary
Negotiable, based on experience

Refreshed
November 17th, 2026 10:28

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

1. Company

JAC's client, a Japanese general insurance company and a member of a major Japan-based insurance group, is looking for a Deputy Manager (Front) – Motor Dealer Division.

Working Location: Ho Chi Minh City

Employment Type: Permanent

Reporting Line: General Manager.

1. Job Responsibilities

2. Develop Partnership Business Distribution Channel.

- Formulate & drive the strategy Motor dealer business development.

- Identify strategic Motor dealer, infrastructure, tools and technology requirements.
- Build up including but not limited to Motor dealer distribution channels, partners including integration, development, etc.
- Negotiate and execute dealership & partnership contracts and ensure compliance of all parties including key baseline materials such as guidelines, templates and checklists for partners & Dealers.
- Proactively initiate and coordinate with business dealers/partners in identifying, implementing, evaluating, identifying, and meeting business opportunities and their needs.
- Keep relationship with Dealers in both staff & management level to expand business & develop Gross Written Profit.

1. Co-ordination with Other Divisions / Functions

- Lead & work with related parties and different sources to ensure financial and strategic planning is met for all business dealers/partners.
- Closely co-ordinate with other Marketing Divisions & lead for the efficient implementation of dealership & partnership contract.
- Work with Underwriting Division, Claims Divisions, Marketing Divisions to design new products and/or enhance existing products.
- Work with Digital Business Development Division for the digital solution required by each business dealer/partner.

1. Planning & Organization

- Drive the achievement of Business Plan as assigned.
- Set up & implementation of guidelines for the operation of the assigned function to achieve assigned business plan.
- Manage and control day-to-day administrative operation of the assigned function to achieve assigned business plan..

1. Report

- Evaluate dealership & partnership and campaign performances with statistic reports.
- Timely complete other reports as required by line manager.
- Other project management works as assigned by line manager.

1. Staff Training, Development & Supervision

- To improve skill of selling and enlarge knowledge of non-life insurance.
- To arrange staff to fully participate in training courses organized by company.
- To instruct, coach and supervise the subordinate(s) in daily works.

1. Other Duties

- To coordinate with other Divisions/Department for all related jobs.
- Other assigned tasks by Line Management(s).

1. Job requirements

Education & Qualifications

- University Graduation or College Graduation (special cases).

- English fluency.

Experience

- At least 3 years of sales experience in non-life insurance.
- Wide Motor dealer’s networks is a plus.
- Good connections with automobile showrooms are preferred.

Skills & Knowledge:

- Digitalization knowledge
- Well-known all motor products and be able to explain to clients/ dealers their coverage.
- Be highly aware of requirement to be professional to provide high-quality service to clients
- Strong sale orientation: Sales campaigns, Sales management; Customer relationship management, etc.;
- Strong communication & negotiation skills;
- Good analytical and administrative skills;
- Strong teamwork and cooperation spirit.
- People management skills

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.

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Company Description