



PR/095438 | Sales Director, Health Solutions

募集職種

人材紹介会社
JAC Recruitment Vietnam Co., Ltd

求人ID
1569719

業種
銀行・信託銀行・信用金庫

雇用形態
正社員

勤務地
ベトナム

給与
経験考慮の上、応相談

更新日
2026年01月06日 03:00

応募必要条件

職務経験
6年以上

キャリアレベル
中途経験者レベル

英語レベル
ビジネス会話レベル

日本語レベル
無し

最終学歴
短大卒：準学士号

現在のビザ
日本での就労許可は必要ありません

募集要項

Company and Job Overview

JAC's client, is the leading service provider in insurance and reinsurance brokerage, is looking for a Sales Director, Health Solutions.

Location: Ho Chi Minh

Job Responsibilities

- Collaborate closely with the Country Head of Growth to implement best practices in business development.
- Play a key leadership role in designing and delivering client acquisition and revenue growth strategies for the Business Development Team in Ho Chi Minh City.
- Drive business development excellence through industry research and local market planning (LMP).
- Take full accountability for executing the Healthcare growth plan with a strong focus on sales and expansion.
- Lead, manage, and execute agreed growth plans and budgets for the assigned client portfolio, while contributing to the annual planning cycle.
- Oversee the growth planning framework, maintaining a dynamic and regular focus on the Market Assessment

process.

- Develop strategies and co-lead initiatives to secure new large accounts.
- Prepare and deliver sales management reports as required to the Head of Growth.
- Managing direct reports within the Ho Chi Minh Business Development team, ensuring their objectives align with the overall country strategy, monitoring performance, and guiding them to take continuous actions to strengthen their capabilities as business leaders.

Job Requirements

- Bachelor's degree in Business Administration, Management, or related field (Master's degree is a plus).
- At least 7 years in health solutions, non – life insurance and brokerage.
- Experience in healthcare sales (B2B) or managing key accounts is a big advantage
- Strong interpersonal skills to establish and maintain client relationships
- Proven track record of networking and building rapport with key stakeholders.

Benefits

- Access to specialized training programs delivered by local and regional experts in the healthcare sector.
- Receive guidance and career development support from your direct manager.
- Gain opportunities to grow professionally and make a significant contribution to the company's success.
- Work in a dynamic, fast-paced environment that fosters learning and innovation.

Interested applicants, click **APPLY NOW**.

#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.

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会社説明