

PR/096249 | Insurance Sales (Commercial Risk)

募集職種

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

求人ID
1614233

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11月03日 04:00

応募必要条件

職務経験
3年以上

キャリアレベル
中途経験者レベル

英語レベル
流暢レベル

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 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.

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会社説明