

PR/160264 | Reinsurance Marketing (BD Manager)

募集職種

人材紹介会社
ジェイ エイ シー リクルートメント マレーシア

求人ID
1614531

業種
銀行・信託銀行・信用金庫

雇用形態
正社員

勤務地
マレーシア

給与
経験考慮の上、応相談

更新日
2026年11月10日 07:00

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

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

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会社説明