



VACANCY NOTICE

MSIG Insurance (Vietnam) Company Limited (“MSIG Vietnam”) is a part of the Mitsui Sumitomo Insurance Co., Ltd. network in Japan and a member of MS&AD Insurance Group.

MS & AD Insurance Group established in April 2010 following the alliance of Mitsui Sumitomo Insurance Group, Aioi Insurance Company and Nissay Dowa General Insurance Company, MS&AD Insurance Group is one of the largest general insurers in the world, with presence in over 41 markets globally, 16 of which are in Asia. Based in Japan, MS&AD Insurance Group is active in five business domains, namely domestic Japanese general insurance, life insurance, non-life insurance, financial services and risk-related services.

MSIG Vietnam with 100% foreign wholly owned company is the first Japanese General Insurer in Vietnam with Head Quarter in Hanoi, Branch in Ho Chi Minh City, and Representative Offices in Hai Phong City, Da Nang City, Hung Yen Province and Vinh Phuc Province.

MSIG Vietnam will market a wide range of non-life insurance products to both enterprises and individuals, including property, marine cargo, motor and engineering.

MSIG Vietnam is seeking to recruit a well-qualified Vietnamese citizen with competitive compensation and benefits for opening position:

Deputy Manager (front) / North Division

Contract Status: Permanent

Report to: Manager

Location: Hanoi

Brief description of the duties and responsibilities:

NEED TO DO	NEED TO KNOW
<p>OVERALL RESPONSIBILITIES:</p> <ul style="list-style-type: none"> • Achieve budget of the Division • Service all assigned Company’s clients • Manage & develop client portfolio <p>CONTEXT:</p> <ul style="list-style-type: none"> • All classes of insurance business in Vietnam <p>DIMENSIONS:</p> <ul style="list-style-type: none"> • Gross Written Premium, Underwriting profit, Loss ratio <p>KEY OUTPUTS:</p> <p><u>1. Client services:</u></p> <ul style="list-style-type: none"> - Timely renew insurance policies - Follow up client’s growth & requirements - Design insurance program matching with client’s requirement - Negotiate Terms & Conditions with clients - Keep & develop the relationship with clients - Conduct Insurance seminars for both current and potential clients (explain the cover of insurance policy and claim procedure) - Arrange risk surveys - Provide consulting services to clients - Explore new clients <p><u>2. Business Administration:</u></p> <ul style="list-style-type: none"> - Assist supervisors to handle client services - Prepare and submit the Quotations to clients as per Division’s Guidelines - Check the policies issued by Business Processing - Plan client meeting schedules - Premium Collection - Guild & support Marketing back staff <p><u>3. Co-ordination with other Divisions:</u></p> <ul style="list-style-type: none"> - Cooperate with Claim staff for claim matters of assigned clients 	<p>QUALIFICATIONS:</p> <ul style="list-style-type: none"> ○ University Graduation. ○ English fluency. ○ Japanese speaking fluency is preferred <p>SKILLS/KNOWLEDGE:</p> <ul style="list-style-type: none"> ○ Sound knowledge of general insurance ○ Deeply understand all insurance products ○ Strong communication and interpersonal skills ○ Strong marketing sense ○ Management skill ○ Good Presentation & negotiation skill <p>EXPERIENCE:</p> <ul style="list-style-type: none"> ○ At least, 3 years of experience in activities of Non-life Insurance is compulsory for candidates without Japanese fluency ○ Or no non-life insurance experience is accepted for candidates with Japanese fluency; 2 years of experience in managerial / supervisory responsibility is preferred.

<ul style="list-style-type: none"> - Cooperate with Underwriting Division for daily works as well as arising matters related to Underwriting process, survey schedule, facultative Reinsurance arrangement - Cooperate with Reinsurance and Business Processing for policy issuance - Cooperate with IT for report & supporting tool - Cooperate with Accounting Section for Premium collection - Cooperate with Legal for compliance issues <p>4. <u>Staff coaching</u></p> <ul style="list-style-type: none"> - Coach & supervise Executive Marketing staff to provide the best service to clients - Support Marketing executives staff in their daily works - Training new Marketing staff <p>5. <u>Reports</u></p> <ul style="list-style-type: none"> - Timely prepare periodic reports as required by the Company <p>KEY PERFORMANCE INDICATORS:</p> <ul style="list-style-type: none"> • Gross Written Premium • Renewal ratio • Loss Ratio • OS premium 	<p>COMPETENCIES:</p> <ul style="list-style-type: none"> • Applying Technical Knowledge • Being Ethical & Compliant • Collaborative Relationships • Communicating with Impact • Customer Focus • Developing Self, Direct Reports & Others • Driving Results • Managing Execution • Problem Solving • Building Effective Teams • Managerial Courage • Business Acumen • Dealing with Ambiguity • Organisational Savvy • Strategic Agility
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Our company package includes but not limits to:

- Attractive and competitive remuneration package: attractive monthly salary Guaranteed Bonus, Short-Term Incentive Bonus, various types of allowances and subsidies (telecommunication allowance, pocket subsidy, special language subsidy, risk surveyor subsidy, hotline duty subsidy, clothes support subsidy, lunch support subsidy, transportation subsidy...) and long service award.
- Premium healthcare insurance package including health and accident insurance in addition to basic insurances regulated by the Labor Code to employees and their entitled families' members (depends on level of employees).
- Training opportunities sponsored by the Company (on-job-training, soft skills, professional knowledge and certificate (ANZIIF, CII, ACCA, Actuary...), technical exchange seminar...).
- Minimum of 15 annual leave days; Annual health check-up at high standard level.
- International and professional work environment with high ethic and compliant culture.
- Annual company summer vacation and parties with teambuilding activities and talented performances.
- Company's Top Management always communicates to all employees about Company's strategy, development plan and new opportunities for employees to reach higher performance.
- Employees are engaged and taken care by the company via various Trade Union activities.

Details of job description and selection requirements of this position are posted at www.msig.com.vn

Starting date: As soon as possible

Written application in English, stating why you are suitable for the post, together with full curriculum vitae should be sent by **10 Jun 2022** to Email: recruit@vn.msig-asia.com

Attn.: Human Resource Department, **MSIG Vietnam, 10th Floor, Corner Stone Building, No. 16, Phan Chu Trinh Street, Phan Chu Trinh Ward, Hoan Kiem District, Hanoi, Vietnam**

* Note: Only short-listed candidates will be contacted. Applications will not be returned.

Applications will be on first come first serve basis.

MSIG is an equal opportunity employer.