



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:

Executive (front) / Taiwanese Division

Contract Status: Permanent

Report to: Manager

Location: Hanoi

Brief description of the duties and responsibilities:

NEED TO DO	NEED TO KNOW
<p>PURPOSE:</p> <ul style="list-style-type: none"> • Achieve Company's turnover target. • Service all assigned Company's clients • Attend to enquiries from Company's clients on new business, renewal and provide prompt and efficient service to all clients. • To develop new business and support digital business. <p>CONTEXT:</p> <ul style="list-style-type: none"> • All classes of insurance business in Vietnam <p>DIMENSIONS: GWP, UW profit, Loss ratio, Renewal ratio, Combined ratio.</p> <p>KEY OUTPUT:</p> <ul style="list-style-type: none"> • Provide professional service to existing clients, partners, brokers • Look for new clients, cross sell, up sell • Partnership business and Digitalization: • Conduct non-life insurance and risk management seminars for both current, potential clients and partners (explain the cover of insurance policy and claim procedure) • Execute risk survey at client's site as basis for offering quotation • Control outstanding/unclear premium • Cooperate with other divisions (Claim, Underwriting, Reinsurance, Business Processing, Finance and Accounting...) • Update the market trends directly influenced on MSIG's business activities • Execute other office work as required by the Company. • Translate related documents if an • Other assigned task by Line Management(s) <p>RELATIONSHIPS:</p>	<p>QUALIFICATIONS:</p> <ul style="list-style-type: none"> • University/College Graduation • Mandarin fluency. • Good at English <p>SKILLS/KNOWLEDGE:</p> <ul style="list-style-type: none"> • Strong marketing sense. • Be able to clearly understand working procedure & flow chart. • Well know all insurance products and be able to explain that to clients their coverage is a plus. • Be highly aware of requirements to be professional to provide high quality service to clients. <p>EXPERIENCE: At least 2-years Marketing and sales or related experience is preferred.</p> <p>COMPETENCIES:</p>

<ul style="list-style-type: none"> • Corporate Direct Clients.and business partners • MSIG Vietnam’s staff and other industry peers. <p>DECISION MAKING AUTHORITY:</p> <ul style="list-style-type: none"> • To understand and act within delegated authority given by Line Management(s). <p>KEY PERFORMANCE INDICATORS:</p> <ul style="list-style-type: none"> • Turnover target • Renewal ratio 	<ul style="list-style-type: none"> - Applying Technical knowledge. - Being Ethical and Compliant - Collaborative Relationships - Communicating with impact - Customer Focus - Developing Self, Direct reports and Others - Driving Results - Managing Execution - Problem Solving
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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 **15 October 2021** 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.