



## 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.

We help consumers and businesses cope with risks to protect what they care about. We support individuals, communities and society to get back on their feet and minimize disruption to their daily lives during unforeseen circumstances. We offer a wide range of non-life insurance products to both enterprises and individuals, including property, marine cargo, liability, engineering, and other classes of casualty business in the commercial insurance line, and home and contents, motor, personal accident and travel in the personal insurance offerings. From individual customers to commercial businesses, the range of insurance products, solutions and services are flexible in responding to challenges from evolving market conditions.

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

### **(Senior) Executive (front – Dealer based) / Motor Dealer Division**

Contract Status: Permanent

Report to: General Manager

Location: Hanoi

Brief description of the duties and responsibilities:

NEED TO DO	NEED TO KNOW
<p><b>KEY OUTPUTS:</b></p> <p>1. <u>Client Service:</u></p> <ul style="list-style-type: none"> <li>- To sell &amp; promote Motor Insurance through Dealer</li> <li>- To give innovation idea to enhance dealer channel to increase Gross Written Profit (GWP)</li> <li>- To expand the more channel dealer agents as well as to propose product enhancement</li> <li>- To keep &amp; strengthen the relationship with Motor Dealers</li> <li>- To support Motor dealer to sell Motor Insurance:               <ul style="list-style-type: none"> <li>+ Training &amp; facilitate Dealer staff</li> <li>+ Support in daily process</li> </ul> </li> <li>- To control &amp; manage Dealer activities, including but not limited to:</li> </ul>	<p><b>QUALIFICATIONS:</b></p> <ul style="list-style-type: none"> <li>• University or College Graduation</li> <li>• Be able to communicate in English is preferred.</li> </ul> <p><b>SKILLS/KNOWLEDGE:</b></p> <ul style="list-style-type: none"> <li>• Strong marketing sense.</li> <li>• Clearly understand working procedure &amp; flow chart.</li> <li>• Well know all insurance products and be able to explain to clients their coverage.</li> </ul>

<p>+ Sales (New &amp; renew)</p> <p>+ Claim services</p> <p>+ Premium &amp; commission payment</p> <p>2. <u>Business Administration:</u></p> <p>- To make timely report as required by Management level</p> <p>3. <u>With concerned departments:</u></p> <p>- To cooperate with Corporate Claims Division/ Retail Claims Division:</p> <ul style="list-style-type: none"> <li>o to settle the claim smoothly for customers in compliance with the company's procedure.</li> <li>o to follow up any pending claim cases.</li> <li>o to organize risk/claim management seminars, risk survey at client's site.</li> </ul> <p>- To coordinate with Underwriting Division:</p> <ul style="list-style-type: none"> <li>o to work closely with Underwriting Section for quotation and coverage.</li> <li>o to cooperate with Loss Control Engineer to make risk survey if required.</li> </ul> <p>- To follow up with Business Processing Division for operation matters.</p> <p>- To coordinate with related Division for all related jobs.</p> <p>4. <u>Others:</u></p> <ul style="list-style-type: none"> <li>• To update the market trends directly influenced on Company's business activities.</li> <li>• To report any unusual problems if any.</li> <li>• To execute other works as required by the Company</li> <li>• To share &amp; timely share session &amp; train case study to team members to develop the business</li> </ul> <p><b>RELATIONSHIPS:</b></p> <ul style="list-style-type: none"> <li>• Dealer &amp; individual Direct Clients.</li> <li>• The company's internal staff and other industry peers.</li> </ul> <p><b>DECISION MAKING AUTHORITY:</b></p> <ul style="list-style-type: none"> <li>• To understand and act within delegated authority given by Line Manager.</li> </ul> <p><b>KEY PERFORMANCE INDICATORS:</b></p> <ul style="list-style-type: none"> <li>• GWP</li> <li>• Renewal ratio</li> <li>• Loss ratio</li> <li>• Outstanding premium</li> </ul>	<ul style="list-style-type: none"> <li>• Be highly aware of requirement to be professional to provide high quality service to clients.</li> </ul> <p><b>EXPERIENCE:</b></p> <ul style="list-style-type: none"> <li>• At least 3 years of experience in marketing/sales activities of non-life insurance field.</li> </ul>
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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 Golden healthcare insurance package including health and accident insurance in addition to basic insurances regulated by the Labor Code to 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.msiq.com.vn](http://www.msiq.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 **26<sup>th</sup> November 2024** to Email: [recruit@vn.msiq-asia.com](mailto:recruit@vn.msiq-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.**