



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) / Global Business Division

Contract Status: Permanent

Report to: Manager

Location: Ho Chi Minh City

Brief description of the duties and responsibilities:

NEED TO DO	NEED TO KNOW
<p>KEY OUTPUTS:</p> <p>1. <u>Client Service:</u></p> <ul style="list-style-type: none">To review renewal list for timely reminders to clientsTo offer renewal quotations and new quotation for new clientsTo request Business Processing Team to issue policy, endorsement, issue policies and send to clientsTo look for new clients, approaching clients, selling insurance and taking care of clientsCreate, structure and manage paper, email files and other documentations in accordance with agreed processes and procedures of Marketing DivisionCo-ordinate efforts of all Departments/ Divisions and work as intermediary on behalf of the Line Management(s)To conduct non-life insurance seminars/trainings for both current and potential clients (explain the cover of insurance policy and claim procedure)To organize risk management seminars/trainings for existing clientsTo execute risk survey at client's site as basis for offering quotation and continue following up the recommendations of risk survey, if any	<p>QUALIFICATIONS:</p> <ul style="list-style-type: none">University Graduation.Chinese fluency (if any)English fluency <p>SKILLS/KNOWLEDGE:</p> <ul style="list-style-type: none">Strong marketing sense.Be able clearly understand working procedure & flow chart.Well know all insurance products and be able to explain to clients their coverage.Be highly aware of requirement to be professional to provide high quality service to clients.Analytical mind and strong quantitative skills

<ul style="list-style-type: none"> • To check insurance claims to solidify trust and safeguard reputation • Reviewing and following Reinsurance accounts, which are offered by the others insurance company and refer to Underwriting. <p>2. <u>Outstanding/Unclear Premium:</u></p> <ul style="list-style-type: none"> • To update the status of outstanding premium and follow up the overdue premium to ensure collecting premium fully and timely <p>3. <u>Business Administration:</u></p> <ul style="list-style-type: none"> • To report any unusual problems to Line Management(s) • To Interview potential/prospective clients to get data about their financial resources and discuss existing coverage for business estimation • Monthly & quarterly Gross Written Premium analysis report, expenses analysis report, Data checking • Assist Line Management(s) in finishing Projection template report, estimated performance report and other reports assigned by Line Management(s) <p>4. <u>With concerned departments:</u></p> <ul style="list-style-type: none"> • To coordinate with related Divisions for all related jobs (if any). <p>5. <u>Others:</u></p> <ul style="list-style-type: none"> • To update the market trends directly influenced on Company's business activities; • To integrate division's data, update Production budget. • Translate related documents, if any. • Other assigned task by Line Management(s) <p>RELATIONSHIPS:</p> <ul style="list-style-type: none"> • Corporate Direct Clients and business partners • Company'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"> • Ability to work independently with less supervision • Experience in market research analysis <p>EXPERIENCE:</p> <ul style="list-style-type: none"> • At least 2-3 years working experience. • Working experience in insurance sales/marketing is considerable. <p>COMPETENCIES:</p> <ul style="list-style-type: none"> • Achieve Results • Build a Sustainable Future • Communicate and Collaborate with Others • Drive Innovation and Manage Change • Empower Self and Others to Perform • Focus on Customers • Grow Capabilities • Have Ethics and Be Compliant
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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 **3 May 2023** 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.