

Job Description

Department	Bancassurance
Corporate Title	Senior Manager, Bancassurance Department
Reporting Line	Head of Bancassurance

Job Duties:

- Work closely with Head of Bancassurance to implement business strategies that meets the company's business goals
- Provide all levels of sales support and build up solid relationship with bank partners to boost sales business
- Develop and recommend appropriate initiatives to drive and achieve aligned business plan and pre-set KPIs
- To develop and deliver on-going training for bank's frontline staff, including product, sales skills, prospecting, objection handling, sales operation and process, etc
- Lead sales driven activities, such as branch visit and on-site sales coaching
- To identify training/coaching needs & training effectiveness analysis
- Manage sales coaching activities for bank partners in driving the sales momentum
- Provide support on operations and application processing, and handle enquiries from bank's key stakeholders
- Analyse the updated sales trend, market intelligence and regulatory guidelines and able to incorporate the information in the coaching activities
- Monitor and analyze the sales behaviors of frontline staff
- Capable to propose and formulate constructive initiatives and innovative ideas for business development
- Perform ad hoc assignments/duties as assigned

Qualifications & Requirements:

- University graduate with at least 8-10 years relevant working experiences in insurance, business development and training, preferably with insurance company serving channel segment (candidate with less experience may be considered as Manager)
- Experience in partnership distribution/banking with Taiwanese segment is highly preferred
- Good command of written and spoken English and Chinese (Cantonese & fluent Mandarin)
- Finance-related professional qualification is an advantage
- Knowledgeable and experienced in distribution of insurance products, sales coaching and business development with channels
- Highly familiar with insurance market
- Good connections within the market is a definite advantage
- Self-motivated, proactive, with high level of integrity and able to work under pressure
- Strong presentation and communication skills
- Analytical and strong in business management
- Holder of IIQE certification is required