

JOB POSTING TEMPLATE

Date: 2021 **Function:** Bancassurance
Job title: Area Director – ACB Account **Manager title:** Territory Director

Job purpose

This role plays a key role in developing and managing the performance of the Bancassurance channel for the assigned sales area by:

- Being responsible for promoting and fostering strong relationships for the assigned sales area;
- Responsible for both top line and bottom line revenue that generated for the assigned sales area;
- Responsible training sales force, bankers and organizing sales and promotions activities in the area to achieve the assigned sales targets.

Major accountabilities

- Sales management duties
 - Act as an escalation contact point to the assigned business units or area
 - Provide quality S/IS candidates for partner
 - Be responsible of overall sales production and sales productivity of assigned portfolio.
 - Be responsible to handle customer complaints if possible or be the key contact point for any customer feedback/complaints towards the company or the business partners
 - Proactively look at the neglected areas of the team and provide improvements accordingly
 - Visit business units and meet the BU Head and sales team on regular basis
 - Work with S/IS, bank & internal team to clear all pending requirements for issuance of policies
- Relationship management
 - Build up close relationship at the bank BU levels to ensure the business results are developed
 - Build up good cooperation with internal departments
 - Coordinate closely with the bank sales staff for all business related issues of the assigned business units
- Training activities
 - Be responsible of delivering product training, soft skill and techniques of sales cycle in order to improve the quality and professionalism of sales staff or banking sales team
 - Proactive in self-learning and improvement to meet up with job requirements, helping to improve personal productivity and effectiveness.
- Sales Planning and Strategy
 - Responsible for planning and executing BU based customer activities to generate referrals and leads
 - Plan business activity calendar with BU Head and ensure smooth execution
 - Help drive business development or other activities launched by company to recognize superior performance and drive sales
 - Support 'Pilot' initiatives undertaken by the Bancassurance Department to explore new opportunities of business and help drive these initiatives to write business.
 - Be able to conduct/organize sales seminars, group presentation, customer events
- Team Development
 - Provide qualified S/IS candidates for BUs and Bancas HO to meet up with business requirement.
 - Coaching and development of Insurance S/IS in the assigned areas.
 - Be responsible to co-develop and co-maintain a professional S/IS team.

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Specialized knowledge

- Systematic and structured to understand systems and processes;
- Strong leadership;
- Strong business acumen;

Education and experience

- Bachelor Degree, majoring in Business Administration, Marketing, Banking...
- Preferably obtain some basic life insurance qualifications
- At least 3-5 years of sales management experience in life insurance, bancas or banking distribution;

Communication scope

- Dynamic personality with good ability to interact with different people and levels;