

JOB POSTING TEMPLATE

Date: 2020

Function: Bancassurance

Job title: Area Director, Bancassurance

Manager title: Regional Director, Bancassurance

Job purpose

The incumbent of this job is responsible for developing and implementing Bancassurance sales plan, maintaining relationship and improving the sales performance of the assigned partner to achieve or exceed KPI and profitability objectives of the partnership.

Major accountabilities

Sales management duties

- Act as an escalation contact point to the assigned accounts/business units
- Work directly with Bancas sales team leader to ensure the assigned business targets achieved
- 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 bancas sales team leader, BU Head and sales team on regular basis
- Work with IOIS, 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 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 Activity management

- Jointly plan business activity calendar with bancas sales team leader 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

- Continue referring source of qualified IOIS candidate to meet up with business requirement.
- Coaching and development of Insurance IOIS in the assigned areas.
- Join with bancas team leader in developing and maintaining a professional IOIS team.

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Education and experience

- Bachelor Degree, majoring in Banking, Business Administration, Marketing....
- Preferably obtain some basic life insurance qualifications
- Dynamic personality with good ability to interact with different people and levels
- Systematic and structured to understand systems and processes
- Strong leadership
- Strong business acumen
- Ability to work hard and can work under minimum supervision
- At least 3 years of sales management experience in Bancassurance and/or banking businesses