



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:

Deputy General Manager / Advisor of Business Synergy

Contract Status: Permanent

Report to: General Director

Location: Hanoi

Brief description of the duties and responsibilities:

NEED TO DO	NEED TO KNOW
<p><u>For initial phase: Business synergy with Mitsui Sumitomo First Capital (MSFC)</u></p> <p>1. Business synergy:</p> <ul style="list-style-type: none"> • Build, set up and manage synergy business model between the Company and MSFC • Co-ordinate and collaborate towards unified objectives aligned with the Company’s vision and market strategy. • Develop and implement strategies to identify and leverage synergies amongst the Company and MSFC. • Manage the impact of organizational or market changes, ensuring smooth transitions and stakeholder alignment. • Coordinate joint initiatives and projects to ensure mutual benefits and alignment with the company’s goals. • Encourage innovation and the adoption of new technologies and practices. • Proceed customer and insights sharing within regulatory limits to identify cross-selling and upselling opportunities, collaborate on customer insights and analytics 	<p>QUALIFICATIONS:</p> <ul style="list-style-type: none"> • University Graduation • English fluency. • Possess a degree or certificate of training in insurance, issued by a training institution legally incorporated and operated abroad or domestically <p>SKILLS/KNOWLEDGE:</p> <ul style="list-style-type: none"> • Good knowledge of laws and regulations systems of insurance; • Have extensive practical experience and

to tailor policies and improve customer experience, exchange industry knowledge to respond quickly to market shifts and emerging risks.

- Track key metrics like revenue growth, policy uptake, and customer retention across the partnership, cost-sharing models, conduct regular performance reviews and adjust strategies as needed.
- Be responsible for the synergy business growth with GWP and profitability (UWP and PAT)
- Identify potential risks associated with integration and synergy initiatives.

2. Collaboration with technical insurance divisions/departments:

- Collaborate with Underwriting (UW) Division to:
 - learn & adopt UW knowledge and expertise from MSFC
 - set up, manage and lead implementation of the Company's Underwriting guideline for synergy business portfolio
 - co-creation of insurance products, develop new or customized products tailored to customers, new services or digital solutions that benefit both
 - embedded insurance models
 - launch pilot programs to test
 - Continuously improve its discipline and efficiency together with business growth
- Collaborate with Claims Divisions to:
 - align claims processing workflows with business synergy initiatives to improve efficiency and reduce lost ratio.
- Collaborate with Reinsurance Division to:
 - maintain good relationship with business partners, especially local insurers, reinsurance and brokers
 - develop reinsurance program/scheme suitable with Company's vision and MSFC synergy.
- Collaborate with Marketing Divisions to:
 - support to grow synergy business by bridging MSFC appetite and local business portfolio characteristics and channels, bring more volume of GWP
 - explore reinsurance / broker business opportunities with local insurers / reinsurers
- Collaborate with Digital Business Development Division and IT Division to:
 - ensure seamless interaction between IT systems
 - collaborate on apps, websites, or portals that offer a unified service experience for customers.
 - explore opportunities to automate processes to improve efficiency
- Cooperate with other division / department for necessity.

3. Reports

- Timely prepare reports as required by the Company

4. Others

To execute other office works as required by the Company

For next phase: Business synergy with other business companions as the company's strategy

Apply the similarities to the initial phase for the other business companions.

knowledge in wide range of responsibility from business support function to core business functions

- Skills of planning, implementation/operation control.
- Management skills
- Strong communication and interpersonal skills

EXPERIENCE:

- At least 8 years of working experience, in which working experience in non-life Insurance is preferred.
- Have good relationship with local insurers, reinsurers and brokers

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 **6th Nov 2024** 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.