



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 Manager (back) / Retail Business Division

Contract Status: Permanent

Report to: Senior Manager

Location: Hochiminh City

Brief description of the duties and responsibilities:

NEED TO DO	NEED TO KNOW
<p>1. <u>Business development:</u></p> <ul style="list-style-type: none"> • To plan proactively and take action on new business opportunity. • To bring MSIG products to new clients and businesses, taking a key role in maintaining relationships and taking care of clients for the purpose of business development. <p>2. <u>Client Service:</u></p> <ul style="list-style-type: none"> • To review renewal list for timely reminders to clients • To offer quotations for clients • To issue insurance policies • To conduct non-life insurance seminars for both current and potential clients (explain the cover of insurance policy and claim procedure) <p>3. <u>Product/system development:</u></p> <ul style="list-style-type: none"> • Design new products, enhance current products as partner’s requirement • Update market trends and propose new products to compete with other insurers • Enhance the current system and work with internal or third parties to improve system/platform/portal 	<p>QUALIFICATIONS:</p> <ul style="list-style-type: none"> - University or college graduation. - English fluency <p>EXPERIENCE:</p> <ul style="list-style-type: none"> - At least 3-year marketing and sales experience in non-life insurance field. <p>SKILLS/KNOWLEDGE:</p> <ul style="list-style-type: none"> - Strong marketing sense. - Clearly understand working procedure and flow chart.

<p>4. <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>5. <u>Business Administration:</u></p> <ul style="list-style-type: none"> • To manage all the activities of Banca Department – HCM office • To develop effective marketing strategies and plans • To manage the overall operational, budgetary, and financial responsibilities and activities of the department • To plan, evaluate, and improve the efficiency of business processes and procedures to enhance speed, quality, efficiency, and output. • To establish and maintain relevant controls and feedback systems to monitor the operation of the department • To review performance data that includes financial, sales, and activity reports and spreadsheets, to monitor and measure departmental productivity, goal achievement, and overall effectiveness. • To prepare periodic reports for management, as necessary or requested, to track strategic goal accomplishment. • To perform other duties and responsibilities, as assigned. <p>6. <u>With concerned departments:</u></p> <ul style="list-style-type: none"> - To cooperate with Claims Divisions: <ul style="list-style-type: none"> • To settle the claim smoothly for customers in compliance with the company's procedure. • To follow up any pending claim cases. • To organize risk/claim management seminars, risk survey at client's site - To follow up with the Business Processing Division for operation matters. - To coordinate with Underwriting Division: <ul style="list-style-type: none"> • To work closely with the Underwriting Division for quotation and coverage. • To cooperate with Loss Control Engineer to make risk survey at client's site. - To coordinate with other related Divisions / Departments for all related works if any. <p>7. <u>Others:</u></p> <ul style="list-style-type: none"> • To update the market trends directly influenced on the company's business activities. • To work with other divisions and external parties for system development • To report any unusual problems, if any. • To execute other office works as required by the Company • To provide training to bank staffs and to the Bancassurance team 	<ul style="list-style-type: none"> - Know well 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.
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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 **6th Mar 2025** 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.