

Well Link Life Insurance Company Limited

Business Development Manager (Brokers Channel)

Job Responsibilities

- Achieve the target of broker account recruitment.
- Penetrate the broker's network and build up the relationship to strive for business excellence.
- Develop promotion and marketing campaigns to enhance the relationship with business partners so as to enable the business growth.
- Prepare and provide sales support, training and coaching to business partners.
- Work cross functionally to drive and enhance the operational processes which support the growth of the brokerage business.
- Assist in planning, budgeting, organizing and executing the marketing strategies, promotions and events.
- Prepare the brokers sales report as reference for Senior Management to monitor the quality of business and prepare business plan or forecast.
- Keep abreast of the market update so as to enable provision of latest marketing intelligence including but not limited to regulatory and compliance requirements, best practice and news of competitors.
- Perform other ad-hoc / related duties as assigned by management to support Partnership Distribution Department.

Job Requirements

- Bachelor degree or above in any disciplines.
- 5 years' relevant experience in channel distribution, preferably in broker's distribution.
- Possess insurance related qualifications e.g. IIQE I & III, FLMI etc.
- Integrity and honest.
- Good communication and interpersonal skills.
- Ability to build sound relationship with brokers.
- Work cooperatively and effectively with different levels of people, and enable to establish and maintain positive working relationships with internal and external customers.
- Proficiency in use of Microsoft Excel, Word and PowerPoint.

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- Candidates with less working experience will be considered as Assistant Manager, Brokerage.

We are an equal opportunity employer and welcome applications from all qualified candidates.

Please send your full resume stating present and expected salary to Human Resources Manager by sending email to careers@wli.com.hk.

All personal data provided will be treated in the strictest confidence and used only for recruitment related purposes. All personal data will be destroyed after 6 months of submission.

Only short-listed candidates will be contacted.