

## Senior Client Manager – Life & Health

- **Leading Global Insurance Firm**
- **Excellent Career Advancement**
- **Circa HK\$1.2mil p.a**

The incumbent is to drive the client communication of the company health strategy in Asia, and be the regional contact person for the initiative leveraging strong local involvement in sourcing and execution of health solutions to our clients. This role closely supports the senior management of Life & Health Asia in driving the execution of this specific growth initiative, delivering an integrated marketing drive in combination with the local client management and products teams across Asia.

The incumbent will report to the Client Director.

### Responsibilities:

- Confirm target markets and products of Health Solutions based on desk research and existing client reviews with global and client market teams. Prepare and maintain sales strategy paper, with collaboration of input, requiring interaction with the local markets teams in order to collate their input and discuss the analysis
- Execute growth of business development activities as per sales strategy paper, through driving and supporting action with local market teams.
- Prioritize and review Health Solution opportunities across Asia, to enhance focused delivery on profitable growth and optimization of resources utilization (i.e. effective cost management)
- Collaborate with and challenge the local market teams in implementation, push and support action for accelerating growth and delivering client promises
- Ongoing steering and management of health solution campaigns at a country level, to ensure profitability and proper management of launches and handover to local client market teams

### Requirements

- Minimum 10 years relevant L&H experience in Asian reinsurance, with either the company or an alternative blue chip reinsurer
- Demonstrate strong technical understanding of the underlying risks of health products across Asia, and technical background is preferred (not a must).
- Excellent innovator and marketer, strong drive for meeting (internal and external) client's needs
- Good at building collaboration as well as constructively challenging teams to push material and produce focused business delivery
- Excellent communication and influence skills, sensitive to Asian cultures. Flexible to travel around
- Strong team ethic. Experienced in dealing with a large multicultural team to build comprehensive solutions

To apply, please forward your resume quoting reference no. GSI1095 to [Isabella.tan@gsiconsultants.com.hk](mailto:Isabella.tan@gsiconsultants.com.hk) or contact **Isabella Tan** at +852 3755 5440. All applications will be treated with strict confidentiality. Only short-listed candidates will be notified.