

## **Vice President – Client Management (Medical)**

- **Top Rank International Group with Risk Management**
- **Excellent Opportunity in Frontline Sales**
- **Circa HK\$1 Million per annum**

Our client is a Leading Global Insurance company providing a diverse range of products and services. We are now looking for potential candidates with enthusiastic, innovative and strong leadership professional to join the expanding business in the market. The primary objective will be to grow sustainable and profitable medical insurance business across Asia.

### **Responsibilities:**

- Work closely with key clients on product development.
- Build the establishment's profile in medical insurance to all internal and external stakeholders across Asia
- Ensure high level of client satisfaction and retention
- Maintain and develop client relationship at senior level.
- Achieve high success ratio of wins and help contribute to large growth in medical business
- Develop company profile in medical insurance internally and externally across APAC.
- Identify and pursue all business opportunities thru all possible channels.
- Generate a strong pipeline of opportunities and achieve high win ratio

### **Requirements:**

- University Degree in any disciplines.
- Strong Medical background with at least 5 years of experience.
- Strong communication skills, sales driven, and client centric.
- Strong leadership with influencing and impacting skills
- Medical Claims and/or risk management would be an asset.
- Fluent in both English and Chinese.

To apply, please forward your resume quoting job reference no GSI8222. to **[jackson.kwan@gsiconsultants.com.hk](mailto:jackson.kwan@gsiconsultants.com.hk)** or contact **Jackson Kwan** at +852 3755 5411. All applications will be treated with strict confidentiality. Only short-listed candidates will be notified.