

Manager-Business Partnership (Telesales) (Life Insurance Business)

About our client:

Our Client is one of Europe's biggest insurers by market capitalization and it ranks in the top five insurers in the world by global premium income. They employ over 60,000 employees worldwide.

Type of Business : Life Insurance Business

Salary Range : Salary and Fixed Allowance **65,000-75,000** Baht/Month
(Depends on, Level, qualification and experience)

Working Location : Surawong, Bangkok

Job Summary:

Builds and maintains the strong and comprehensive relationship with specific bank partner(s) in order to maximize business growth, achieve customer satisfaction and department target

Key Responsibilities:

- 1) Business Relationship Management
 - Build and maintain long-term relationship with specific bank partner(s) and being key account manager in order to maximize business growth, achieve customer satisfaction and company target
 - Ensure the relationship with partners at the highest level
 - Track and monitor to ensure that services with high quality are provided and delivered to partners and their customers
 - Provide and ensure the strong and positive working relationship between key account team and other departments
- 2) Business Planning
 - Preparing information and conducting market analysis to support rapid response to new competitive initiatives
 - Conducting a clear competitive analysis process for the market that is integrated into the business planning process

Qualifications:

- 3 to 5 years of experience in Relationship Management, Business Development and Improvement, Sales/ Distribution, or other related fields in insurance or banking business
- Bachelor's degree in Business Administration, Economics, or other related field
- Life insurance product knowledge
- Good relationship management, Presentation skills and Planning & Problem Solving
- Good command in English and Good in MS Excel, Power point

We invite qualified Thai national to submit your full resume (English) stating your present and expected salary, including recent photo to email; hr@b4b.co.th
For more information, please contact: **(089)521-4949**

About Us

B4B Co., Ltd. is a business consulting firm, specializing in human resource management. We offer recruitment service in General and Specialty Staffing, from staff level to the management level and both experienced and non-experienced candidate. We assisted many clients in recruiting suitable candidates and also advised candidates to select suitable job with attractive compensation. Currently, we are appointed by our client to recruit this position.