

Job Title : Manager, Product Development and Bancassurance

OVERALL PURPOSE:

- ◆ A key person in charge of Bancassurance Business/Product Development and work out on key strategy plan to make sure the Bank successful of Bancassurance referral activities.
- ◆ Provide a strong support to Head, Product and Business Development to achieve Department's business target.

RESPONSIBILITIES:

Bancassurance Business Cooperation with Dai-ichi Life Insurance Company

- ◆ Develop, drive, and implement focused strategy and set KPIs to increase business portfolios for Bancassurance Business Cooperation (referral model) with Dai-ichi Life Insurance Company.
- ◆ Regularly meeting with Heads/BMs-DBMs/Dai-ichi Life Insurance Company to review and identify suitable approach and conduct training programs for all staff and branch's staff to increase business productivity as well as to fulfill customer's needs and requirements.
- ◆ Regularly conduct site visit at Branch in Phnom Penh and provinces to study business environment and discuss business plans/strategies with all stakeholders for Bancassurance Business Cooperation and Development.
- ◆ Work closely with Dai-ichi staff to identify the staff's training needed and conduct training programs for staff such as selling skills, effective negotiation skills, etc. in order to increase business productivity of the staff.
- ◆ Work closely with Dai-ichi Team to identify and resolve key challenge from BM/DBM in order to increase the number of referral activities and achieving the premium target.
- ◆ Review and verify Bancassurance commission fee and submit to Head of Department for final approval before submitting to Finance Department.
- ◆ A key contact person to communicate and resolve any issues related to Bancassurance between Vattanac Bank and Dai-ichi Life Insurance Company
- ◆ Prepare Bancassurance reports & minutes and submit to Head of Department for review before submit to Bancassurance Committee.
- ◆ Ensure smooth run of Bancassurance Operation & Bancassurance Sales Activation

Product Development – Fee Income Products

Responsible for improving, modifying, streamlining the existing product portfolio, design the new products and be a Sales Support for the Branch Sales Team in consultation with retail bank head

- ◆ Lead product developments such as proposal, sales, margin, and conducting extensive numerical analysis using company data.
- ◆ Identify and present innovative and creative product solutions for management.
- ◆ Project management of all product integration/launches/changes throughout implementation.
- ◆ Identify the business and operational requirements based upon the business requirements & objectives of each product.
- ◆ Display a high level of critical thinking in cross-functional process analysis and problem resolution for new and existing products.
- ◆ Coordinate and build strong working relations with various developments.
- ◆ Lead the development, approval, training, and communication of new products/product changes and their associated customer, operational, system, & process impacts to the various internal organizations.
- ◆ Develop & conduct specialized training on new products launched and raise awareness & application of relevant subject matter.
- ◆ Ensure that all branch sales staffs are trained regularly on existing and new products.
- ◆ Be a sales support/one point of contact/knowledge base for the entire Branch Sales team.
- ◆ Monitor internal processes for efficiency and validity pre & post product launch/changes.

Others

- ◆ Perform others task assigned by Head of Department and Management Team

QUALIFICATIONS REQUIREMENTS:

- ◆ Master/ Bachelor's degree in business administration or related fields
- ◆ Experience in product development, strategic planning, and implementation preferred.
- ◆ Minimum experience of 3 years as Bancassurance Business/ Product Development
- ◆ Good verbal and written communication skills in English. Verbal and written Chinese Mandarin is an advantage.
- ◆ Ability to work well autonomously, under pressure and as part of a team
- ◆ Proficient working knowledge of Windows and Excel
- ◆ Typing skills required
- ◆ Phone etiquette skill required
- ◆ Strong customer service skills
- ◆ Good personality and fits to the job requirement
- ◆ Other tasks assigned by managements

Contact Info:

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