

Sales Consultant

Location: Shanghai

Starting date: ASAP

Company

Our client is widely regarded as a leading international health insurance and employee benefits intermediary in Asia and around the world. Since 2000, the company now manage policies for 500.000+clients via 11 offices across the world.

As an ever-growing company, it's looking for confident and self-driven candidates to join the team of international and multicultural professionals in Beijing. When you join in the team, you will be joining a dynamic and fast developing team in a highly sought-after industry with opportunities for mobility and growth in the future.

Role and Responsibilities

- To represent customers' interests, provide unbiased advice and distinctive unparalleled customer service
- Promoting and selling insurance plans to prospective customers.
- Contacting and securing new business accounts/customers

Essential Job Functions

- Contact prospect clients who have enquired for medical insurance through our websites
- Generate new clients through different targeted activities
- Discuss (through the phone or/and in person) with potential customers their requirements for medical insurance (budget, pre-existing conditions, level of cover, geographical area of cover, etc.)
- Develop clear and effective written proposals/quotations for prospective customers
- Efficient use of the Company CRM system
- Expedite the resolution of customer problem and complaints
- Assist prospect customers throughout the sale process and during the first year of the policy with queries, administration, paperwork
- Coordinate with the administration team for the processing of applications and paperwork from when the application is received up until completion of payment
- Coordinate with the claims/clientservices/renewals team when needed
- Identify advantages and compare insurance companies' products/services
- Supply management with oral and written reports on customer needs, problems, interests if needed
- Ensure business development, promotion, and effective promotional planning.

REQUIREMENTS

- Bachelor's degree or Master's degree in business;
- Minimum of 3 years' experience in a similar role.
- Can-do attitude, enthusiastic and seeking challenge personality

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- Is able to build strong business relationships;
- Strong team player yet capable of working predominately on your own (and under direction) to reach the targets and boost turnover
- Excellent ability to work in a constantly evolving structure;
- Proficiency in English (essential) and French (an asset);

APPLICATION : Please send your resume to: sh-recruitment@ccifc.org

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