

Position: Financial Planner (Insurance Specialist)

Department: Consumer Bank

Salary: \$450 basic salary plus incentives, benefits

MAJOR JOB RESPONSIBILITIES:

- Primarily sell insurance products and provide insurance advice service to Citibank customers
- Follow laid out sales and service processes to establish contact with prospective customers, understand their needs and cross sell them other appropriate products offered by the bank
- Generate sales revenue at designated location or assigned geographical coverage area
- Meet/exceed sales established sales goals
- Maintain updated knowledge of company products and processes and be able to offer a high quality sales experience
- Gather information as needed about customers, markets and competition
- To comply with various company compliance policies in selling
- Other tasks as assigned by the supervisor and the management

REQUIREMENTS:

- College/University graduates with major in insurance, finance, banking, economics, business administration, marketing or other related areas are preferred
- Over 1 year of insurance sales experience is a plus
- Demonstrated sales experience and result orientation
- Strong sales sense with good selling and interpersonal skills
- Good knowledge of financial planning; ability to address financial needs of more sophisticated target customers
- Comprehensive knowledge of the economic trends, events and their potential effect on customers' finances
- Good communication skills in English and Vietnamese both writing and speaking
- Self-confident, ambitious, willing to take challenges
- High energy level, aggressive and can-do attitude
- Self motivated as well as team oriented
- Fast learning with a proven ability to work independently under pressure and high efficiency

SEND YOUR CV TO thang.nguyen@hr2b.com

Nguyễn Thạc Thắng
Manager, Executive Search & Selection
HR2B Hanoi

Phone: 0914 916 030
Email: thang.nguyen@hr2b.com
LinkedIn: <http://www.linkedin.com/in/thangnguyen2010>