

Position: Financial Planner Team Leader

Department: Consumer Bank

Salary: around \$1,000 basic salary plus incentives, benefits

Job description:

- Managing the team around 10 people to maximize new business opportunities and ensure the primarily life insurance target achieved.
- Implement all sales activities to existing customers as well as new customers to approach for life insurance and retails banking products
- In charge of attracting new talents and providing necessary training for team members.
- Motivating and developing the team to achieve agreed sales targets.

MAJOR RESPONSIBILITIES:

- Responsible for whole team sales performance, and make sure the team target achieved, but not limit to personal sales.
- Monitoring the team performance in sales and customer service quality.
- Proactively doing Join Field Work to support team members to close sales and doing prospecting to acquire new business opportunities for team.
- Proactively implementing sales activities such as group sales, cold canvass...to maximize business opportunities and increase sales performance.
- Looking for and recruiting talents for team to build up the strong sales force.
- Providing the on job training /coaching to all team members to increase sales productivity and quality of service.
- Making business plan for the team and ensure the proper/follow- up, implementation to achieve the team target
- Making sure that customer service at good quality and service standards as set out by the Bank.
- Ensuring compliance with the Bank's policies and standards, local laws and regulations
- Undertaking special projects / assignments.

REQUIREMENTS:

- University graduates with major in finance, banking, economics, business administration, marketing or other related areas are preferred
- Over 3 years of sales service experience in selling life insurance, banking/finance service fields is a plus
- Demonstrated sales management 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-to 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

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