

Commercial Director

Key Responsibilities

Reports To: CEO, Allianz Trade in China

As the Commercial Director for China, you will play a pivotal role in driving Allianz Trade's success by achieving profitable and sustainable business growth, aligned with the strategic objectives of the Allianz Group. You will lead the development and execution of innovative strategies to expand market presence, optimize local distribution channels, and capitalize on new business opportunities, ensuring compliance with company guidelines and fostering long-term relationships with key stakeholders.

- Proactively identify and evaluate new business opportunities and growth initiatives for Allianz Trade in China, focusing on innovative solutions and emerging market trends.
- Prioritize growth initiatives based on potential impact, feasibility, and alignment with the overall business strategy to ensure optimal resource allocation and maximum return on investment.
- Develop a comprehensive yearly marketing plan that aligns with the aggressive growth strategy of the business unit, incorporating innovative tactics to enhance brand visibility and market penetration.
- Specify clear operational goals, including pricing strategies, channel mix optimization, and customer acquisition targets, to support the achievement of double-digit top-line growth.
- Lead the execution of the approved marketing plan with precision and agility, ensuring timely delivery and adaptation to market dynamics.
- Maintain and expand a profitable customer portfolio, focusing on long-term relationships and sustainable growth, while identifying opportunities for upselling and cross-selling.
- Inspire and lead the commercial teams to achieve challenging commercial targets, fostering a high-performance culture and encouraging innovative approaches to commercial.
- Promote and enforce adherence to company guidelines and policies within the team, ensuring all actions and behaviors are compliant with Allianz's standards and ethical practices.
- Personally engage in managing top accounts, ensuring exceptional service delivery and identifying opportunities for further business expansion.
- Skillfully negotiate together with fronters, prospects and policyholders within authority limits, ensuring compliance with internal guidelines and maintaining the integrity of Allianz Trade's offerings.
- Represent Allianz Trade to all external stakeholders, including brokers, fronters, relevant associations, and regulatory authorities, enhancing the company's reputation and influence in the market.

Job Requirements

- Bachelor's degree in a business-related discipline; MBA preferred.
- Minimum of 10 years of leadership experience in the insurance, banking, and/or financial services industries, with a proven track record of driving significant revenue growth and commercial achievements, with strategic growth mindset.
- Demonstrated ability to translate market knowledge into innovative initiatives that drive business growth and expansion.
- Highly energized, resilient and experienced team leader, capable of providing professional guidance, supervision, and development to team members, while ensuring compliance with company guidelines and policies.
- Strong analytical skills, with the ability to interpret data and market trends to inform strategic decision-making.
- Exceptional communication, negotiation, and interpersonal skills, with the ability to engage effectively with top accounts and external stakeholders.
- Excellent command of spoken and written English.
- Proficiency in Microsoft Word, Excel, and PowerPoint, with the ability to create compelling presentations and reports.
- Experience working in multinational corporations (MNCs) or a multicultural environment is a definite advantage, bringing a global perspective to local market strategies.

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