

Job Description

Job Title: Commercial Executive (Distribution)
Company: Euler Hermes Consulting (Shanghai) Co., Ltd.
Location: Shanghai / Shenzhen / Guangzhou
Division: Commercial Team
Required working experience: More than 2 years

Responsibilities

- Foster TCI development and keep it an attraction at fronting partner
- Provide technical support including training and workshops for fronting partner
- Identifying proper business opportunities in responsible market
- Maintain sustainable relationship with fronting partner
- Joint channel development (Banks, Brokers) with fronting partner
- Liaise with internal Commercial Underwriting and Risk Underwriting on business
- Ad-hoc projects as requested by company management

The successful candidates should be:

- Bachelor's Degree, 2+ years of working experience preferred
- 1 years of sales experience on financial / insurance / consulting industry
- Strong networking, negotiation and communication skills with very good argumentation and persuasive power
- Excellent Team work
- Fluent English and Mandarin