



## **Company introduction 公司简介**

We are a leading insurance broker established in Asia for 28 years. As part of one of the largest insurance distribution groups in China, we are ideally positioned to grow in our key segment with is high end medical insurance. We have a wealth of experience to advise high net worth individual clients as well as corporates. We partner with the best insurance companies globally and we provide high quality coverage and services. We are committed to support our clients all the way and always represent their best interests. Our values of care, experience, service, integrity, and innovation shape how we work and accomplish our mission: We transform lives I We are committed to Excellence I You can count on us.

我们是一家在亚洲成立 28 年的领先保险经纪公司。作为中国最大保险服务集团的其中一员，我们在高端医疗保险这一关键领域处于理想的发展位置。我们在为高净值个人客户和企业提供建议方面拥有丰富的经验。我们与全球最好的保险公司合作并且提供高质量的保险和服务。我们始终致力于支持我们的客户，并使他们的利益最大化。我们的关怀、经验、服务、诚信和创新价值观塑造了我们如何工作和完成我们的使命：我们改变生活！我们致力于追求卓越！我们值得被信赖。

## **What do we offer? 我们提供什么？**

A friendly work environment where you can become part of a fast paced and fun international team.

Company support for learning and development, promotion opportunities and intragroup mobility

Competitive salary packages with bonus with medical coverage, annual checkups, and extra annual leaves.

一个友好的工作环境，你可以成为一个快节奏并且有趣的国际团队的一员。

公司提供学习、发展、晋升机会和集团内部流动

具有竞争力的薪酬待遇，其中包括五险一金、补充公积金、医疗保险、奖金、年度体检、带薪年假额外年假和丰富的团建活动。

## **The profiles we are looking for 我们正在寻找：**

whether you are a recent graduate, a young person with customer service experience, or a seasoned customer service professional we are looking for candidate who has a passion to service and helping clients. Energetic, self-motivated, and ambitious candidates are welcome to send us application and a cover letter to explain why you would be a good fit for our company.

我们正在寻找对服务和帮助客户充满热情的候选人，无论您是应届毕业生，还是具有客户服务经验的年轻人士，还是经验丰富的客户服务专业人士。欢迎充满活力、自我激励和雄心勃勃的候选人向我们发送申请和求职信，并阐明为什么你非常适合我们公司。



**Position:**

**Business Development Executive/Manager**

**业务拓展主任/经理**

**Job description 岗位职责:**

1. Generate new business to achieve yearly set targets.  
确保完成年度新业目标
2. Build portfolio of prospects.  
建立潜在客户文档
3. Work with Team Manager and General Manager to identify new clients, target client sector and create, build and develop a pipeline of prospects.  
能独立或者与部门经理和总经理合作，发现新客户和目标客户群体，并建立和开发潜在客户渠道
4. Maintain and service existing French clients to achieve successful renewal ratio with the support of Team Manager, General Manager and client servicing team.  
维护和服务现有法国客户，并在总经理和客户服务团队支持下，按时搞效完成续单业务

**Requirements 任职要求:**

1. Bachelor's degree or above  
本科学历及以上学历
2. Relevant work experience related to business development, financial industry, insurance and consultant experience is preferred.  
从事销售，金融，保险，顾问相关工作背景优先
3. Position based in Shanghai, travels may be required time to time  
工作地点在上海，根据业务需求安排出差
4. Good English and French (speaking and writing) and computer skills  
英语和法语水平良好，熟练掌握 Office 办公软件的运用
5. Good communication skills, careful and patient, quick learner  
具备良好的沟通能力，做事仔细有耐心，学习能力强。
6. Good teamwork spirit, conscientious and detail oriented  
具有团队合作精神，认真细致。

Interested parties, please send detailed resume in MS Word version and mentioning your past achievements by email to: [hrsh@abacare.com](mailto:hrsh@abacare.com)

有意者，请发送word版详细简历及过往成就至邮箱 [hrsh@abacare.com](mailto:hrsh@abacare.com)

Personal data provided by job applicants will be used for recruitment purposes only. Should we have not



been in contact within two weeks, resumes will be maintained confidentially in the system for future openings within twelve months.

求职者提供的个人资料将仅用于招聘目的。若在两周内我们没有与您联系，简历将保密保存在系统内以便在未来 12 个月内再次进行筛选。