



Camera di Commercio Italiana in Cina

中国意大利商会

China-Italy Chamber of Commerce

China-Italy Chamber of Commerce
Career Day 2020

Job Description

Position: **Business Development Officer**

Job Description (100 words):

Role and Responsibilities:

- To represent customers' interests, provide unbiased advice and distinctive unparalleled customer service;
- Promoting and selling insurance plans to prospective customers;
- Contacting and securing new business accounts/customers

Essential Job Functions:

- Contact prospect clients who have enquired for medical insurance through our websites;
- Discuss (through the phone or/and in person) with potential customers their requirements for medical insurance (budget, pre-existing conditions, level of cover, geographical area of cover, etc.);
- Develop clear and effective written proposals/quotations for prospective customers;
- Efficient use of the Company CRM system;
- Expedite the resolution of customer problem and complaints

Job location: **Beijing**

Type of job (full-time, part-time, internship): **Full-time**

Required experience: **0-2 years**

Starting date: **Now**

Salary (if indicated):

Candidates' requirements (100 words)

- Autonomous, proactive, enthusiastic and caring;
- Flexible, creative, and able to adapt to new market trends;
- Strong communication, negotiation, and interpersonal skills;
- Results oriented;
- Good customer relationship management;
- Organizational and time management skills;
- Excellent verbal and written English skills (additional languages are a plus);
- Proficient in Microsoft Office and willingness to learn new applications.



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Company Information

Company Name: **Pacific Prime**

Company Description (100 words):

Pacific Prime is widely regarded as Asia's leading international health insurance and employee benefits intermediary. In operation since 2000, we now manage policies for 300,000+ clients via our six offices around Asia and the Middle East. As an ever-growing company, we are looking for confident and self-driven International Sales candidates to join our team of international and multicultural professionals in Beijing. When you join us, you will be joining a dynamic and relatively new market with opportunities for mobility in the future.