



## JOB OPPORTUNITY

### Position: SME and Corporate Sales Consultants

#### About Company

**Phongsavanh Insurance (APA) Co., Ltd** is a composite Insurance company in Laos. Part of the Phongsavanh Group. Phongsavanh Insurance provides insurance products to protect the lives and belongings of individuals, families and businesses. Our Vision is to create a reputation of professional insurance Company with customer core values at the heart of its operation and to deliver first class service in all our actions with clients. We are looking for passionate and energetic people to join the team to help shape the future of Phongsavanh Insurance.

#### Key responsibilities:

- Driving sales of APA's insurance products to new and existing SME/Corporate partners, and their customers, through an effective combination of training, coaching, sales support and incentives
- Finding new SME/Corporate partners and establishing, developing and maintaining strong and productive relationships with them and their customers
- Work closely with APA's Policy Administration team to ensure that all quotations and policy documents are provided on time
- Working in conjunction with APA's Marketing team to proactively develop creative and effective PR and marketing campaigns to increase sales.

#### Key requirements:

- At least 1-2 years' work experience in sales, insurance sector. With wide network with SME/Corporate business is desirable.
- Bachelor's degree in Business Administration, Marketing, or Related.
- Enthusiastic and sociable and opened personality.
- Good written and verbal communication skills (English and local language).
- **A good written and verbal communication skill in Chinese language is a must for Corporate Sales Consultants.**
- Great interpersonal skills and the ability to operate under pressure.

#### Key benefits:

- ✓ Competitive remuneration
- ✓ Comprehensive on job training
- ✓ A supportive environment

#### Apply now:

Submit your CV, Application Letter **in writing in English** and other relevant application documents to our Human Resource Department at [Career@apa.com.la](mailto:Career@apa.com.la)

#### More information:

Website: <https://apa.com.la/career/>

Email: [info@apa.com.la](mailto:info@apa.com.la)

*Only shortlisted candidate will be contacted for interview.*

**Closing date for applications Until further notice.**