



Regulated by the Monetary Authority of Singapore, ECICS Limited is the only locally owned company that is authorized to write a full range of credit risk insurance, bonds and guarantees, and other general insurance products.

ECICS Limited is a wholly owned subsidiary of IFS Capital Limited, an established financial services group listed on the mainboard of Singapore Exchange. IFS is involved in commercial finance such as factoring services, working capital & asset based financing, structured finance, alternative finance and private equity investments, and has operations in Singapore, Indonesia, Malaysia and Thailand.

We are now looking for highly motivated individual to join us as:

### **ACCOUNT MANAGER – PERSONAL LINES**

Reporting to the Head of Business Development, the successful candidate will be part of the Business Development team

#### **Responsibilities:**

- Actively prospecting new intermediaries, visitations & conduct marketing presentations
- Identifying new business opportunities & strategize to develop sales on the portfolio
- Handling intermediary quotation, enquiries and ensure completeness of document from client, intermediary before releasing to Processing Department for processing of documents.
- Establish rapport for long term relationship externally- the intermediaries, client and co-ordinate internally-Operation, Claim, Underwriting, Finance to facilitate the development of profitable business and delivery of good service standard.
- Assist in market campaign to promote for various class of business
- Assist to implement marketing strategies, initiatives to promote Company branding.
- Develop action plan, strategies to achieve targeted results on allocated portfolio.

#### **Competencies:**

- Diploma in any discipline
- Certificate in General Insurance (BCP, PCI & ComGI) & Health Insurance
- Minimum 2 to 5 years of General Insurance experience preferably with knowledge of personal lines class of business.
- Experience in Agency Management and CPD Training will be advantageous
- Team player with good interpersonal and presentation skills
- Meticulous and service-oriented
- Fresh graduates and mature candidates who have keen interest to pursue a sales role are welcome to apply

If you meet the above requirements, you are invited to write in or email us, enclosing your detailed resume, qualifications, current and expected salary to:

**The Human Resource Department  
ECICS Limited  
10 Eunos Road 8, #09-04A Singapore Post Centre, Singapore 408600**

or Email: [personnel@ifscapital.com.sg](mailto:personnel@ifscapital.com.sg)