**INSURANCE BUSINESS DEVELOPMENT MANAGER | Shanghai**

**Who is the CareVoice**

Founded in 2014 in Shanghai, The CareVoice is a health InsurTech company transforming healthcare experience to be more consumer-centric. We bring unique mobile-based and data-driven SaaS solutions that digitalize healthcare and insurance journey with consumers’ interest first.

The CareVoice has received several awards in China such as semi-finalist at MetLife insurtech competition involving 150+ startups across the globe, best foreign start-up from TechCrunch China, and others.

After graduating from Chinaccelerator - #1 accelerator in China – in 2017, The CareVoice closed over 2 million-dollar investment round in December 2017. More recently, we’ve just been selected to join Ping’an 1st FinTech Accelerator for 3 months program, which started in June 2018 powered by Sparklabs Group, a leading network of accelerators and venture capital funds.

**The Unique Opportunity**

Due to continuing business success and company expansion plans, The CareVoice is seeking to appoint outstanding candidate who will be responsible for developing strategic partnerships with multinational insurance and employer companies in China.

This position will require the individual to establish and manage networks between insurance companies and corporate clients to complement and expand The CareVoice's existing portfolio and also be critical in thinking to explore new opportunities and propose innovative approaches to thrive in China's dynamic and fast growing private healthcare and medical insurance industry. As part of the team, you will be working in an international team, reporting directly to the BD Director.

**Job Description**

* Develop leads for The CareVoice SaaS platform among health insurance, broker and employer companies in China
* Locate and propose potential business deals by contacting potential partners; discovering and exploring opportunities
* Screens potential business deals by analysing market strategies, deal requirements, potential, and financials; resolving internal priorities
* Develops negotiating strategies and positions by studying integration of new account with company strategies and operations
* Examining risks and potentials; estimating partners' needs and goals
* Closes new business deals by coordinating requirements; developing & negotiating contracts; integrating contract requirements w/ business operations
* Protects organization's value by keeping information confidential.
* Keep skills and knowledge up to date by constantly participating in educational opportunities; reading professional publications; maintaining personal networks

**Knowledge & Experience**

* Bachelor degree required
* 3 + years professional experience in sales and/or business development
* Insurance / brokerage experience with an extensive network across the insurance / healthcare industry is a strong advantage
* Team player > can handle multiple tasks in the fast growing, start-up environment > willing to go “extra mile” to achieve a success
* Excellent verbal and written communication skills both in Chinese and English.
* Excellent presentation skills > can present The CareVoice SaaS solution both in Chinese and English > try to find the corporate opportunity in different ways.
* Willing to learn, hardworking and strong communication and interpersonal skills
* Work well under pressure, capable to handle multiple tasks with good time management skills
* Adopts methodical approach, combined with creativity, determination and persistence – innovation driven

**Key Abilities**

Closing Skills, Motivation for Sales, Prospecting Skills, Sales Planning, Selling to Customer Needs, Territory Management, Market Knowledge, Presentation Skills, Energy Level, Meeting Sales Goals, Professionalism

**Package**

Competitive salary and bonus schema, 20 days holiday/year, Medical insurance

**Starting day**September 2018

**If you areinterested in this position please submit your resume via email at** [jobs@thecarevoice.com](mailto:jobs@thecarevoice.com)