Position Outline

Position: Japanese Group Sales Manager
FLSA: Exempt
Department: Sales – Western Region
Reports to: VP – Japan Desk
Location: Los Angeles, CA

Position Purpose:
Ensure the successful sale of Nippon Life Benefits group products. Conserve and enhance existing business through effective account management. Cultivate and maintain strong relationships with Japanese accounts and brokers.

Nature and Scope of Responsibilities:
Marketing of Nippon Life Benefits products
- Achieve sales goals with new business and cross sell to Japanese clients
- Promote new sales and marketing tools to Japanese brokers and clients

Account Management/Retention
- Support persistency goals
- Participate in renewal presentations as required

Broker/Consultant
- Cultivate broker and consultant relationships
- Familiarize brokers/consultants with NLB products and services
- Maintain strong relationships with Japanese brokers

Product/Marketing Enhancement
- Assist/Research issues for the development of strategic marketing proposals
- Provide marketing planning with competitive industry data as requested
- Organize NLB product seminar to brokers

Qualifications / Requirements:
- Bachelor’s degree or equivalent business experience
- Experience with varied products and case size
- Life-Health Agent license in assigned state(s) or ability to obtain within 90 days of employment
- Valid US driver’s license
- Fluency in both English and Japanese (reading, writing, and speaking)
- Experience with Japanese culture and customs

Competencies:
- **Professionalism** - Approaches others in a tactful manner; Reacts well under pressure; Treats others with respect and consideration regardless of their status or position; Accepts responsibility for own actions; Follows through on commitments.
- **Judgment** - Displays willingness to make decisions; Exhibits sound and accurate judgment; Supports and explains reasoning for decisions; Includes appropriate people in decision-making process; Makes timely decisions.
- **Teamwork** - Balances team and individual responsibilities; Exhibits objectivity and openness to others’ views; Gives and welcomes feedback; Contributes to building a positive team spirit; Puts success of team above own interests; Able to build morale and group commitments to goals and objectives; Supports everyone’s efforts to succeed.

This position outline reflects the general responsibilities and level of work being performed by employees in this position. It is not intended to be an exhaustive list of all duties, responsibilities and qualifications of employees assigned to this position. Nothing in this position outline restricts management’s rights to assign or reassign duties and responsibilities to this job at any time.

As of December 2019