

# Thailand Jobs Expertini®

## Head of Agency, Bangkok

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Company: Axinan Pte Ltd

Location: Bangkok

Category: other-general

### About Igloo

Igloo (formerly Axinan) is the first full-stack insurtech firm to emerge from Singapore. With offices across Singapore, Indonesia, Thailand, the Philippines, Vietnam, Malaysia, China and India, Igloo is fueled by a mission of making insurance accessible and affordable for all. Igloos innovation solutions empower companies to eliminate operational risk, drive new revenue streams and optimize and enhance their existing products and services. With a successful Pre-Series C fund round of US\$36 million in Dec 2023, Igloo has now raised over US\$100 million. The leading regional insurtech firm looks to expand regionally with strategic acquisitions and hiring great talent.

As a passionate team building meaningful solutions to make an impact, we are looking for like-minded individuals to join us at Igloo. At our core, we prioritize teamwork and foster a culture built on strong collaboration and we are looking for talented people like you.

### About the role

We are seeking an experienced and dynamic individual to fill the position of Head of Agency. The ideal candidate will be a visionary leader with a proven track record in building and leading high-performing teams, as well as possessing expertise in managing financial performance and budgeting. Additionally, the candidate should have a strong background in developing and implementing successful business strategies for an insurance agency.

### Job Descriptions:

Develop and implement the Agency business strategy, objectives, and plans in

alignment with the company's overall strategic goals

Oversee and manage all aspects of the retail agency business development including recruitment, sales & marketing.

Drive the financial performance against targets for revenue (GWP) and margins

Build and lead a high-performing team, including recruiting, training, and managing staff performance.

Ensure compliance with regulatory requirements and company policies and procedures.

### **Job Requirements:**

Minimum Bachelor's degree in business, marketing, or a related field.

10+ years of experience in the insurance industry, with at least 5 years in a senior management position.

Strong knowledge of insurance products, distribution channels, and market trends.

Proven track record of developing and executing successful business strategies and achieving revenue and profitability targets.

Strong leadership, interpersonal, and communication skills, with the ability to build and maintain relationships with partners and stakeholders.

Excellent analytical and problem-solving skills, with the ability to analyze data and market trends to inform decision-making.

Experience in managing financial performance and budgeting, with the ability to develop and implement effective financial strategies.

Familiarity with regulatory requirements and compliance issues in the insurance industry.

Commitment to ethical conduct and accountability, with a demonstrated ability to maintain high standards of integrity and transparency in all aspects of operations.

Thai native with English speaking and writing proficiency.

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