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Tokio Marine Life Insurance

As one of Malaysia's most established insurers, Tokio Marine Life Insurance develops high-calibre financial advisors with remarkable initiative and the ability to excel.

Through its parent company, the oldest and one of the largest insurers in Japan, Tokio Marine's heritage spans more than 130 years of global expertise and Tokio Marine Life is backed by 65 years of intimate local experience.



"If you seek a rewarding career that keeps you on the go and delivers the satisfaction of helping people secure their financial futures, you will thoroughly enjoy working with us," says Liew Kim Wah, the company's head of national sales, agency channel. "We are now expanding our agency force by 65% and have invested substantially in ensuring our

financial advisors have all the support necessary to succeed."

Tokio Marine Life has invested RM2 million in agency training to constantly upgrade its financial advisors. Training structures include The Omoiyari Programme and "Follow Up, Follow Through" Programme which develop presentation and selling abilities, while the Agency Management Training Course builds management skills.

State-of-the-art IT facilities ensure financial advisors have round-the-clock access to the latest updates, e-registration as well as e-learning.

Strong performance

"With this strong support, our new financial advisors contributed almost a quarter of our sales last year," Liew notes. "Overall, 26 agents qualified for Million Dollar Round Table honours and one achieved super-elite Court of the Table status."

High performers are generously rewarded through incentives which in recent years included trips to such locations as South Africa, Switzerland and the US. An annual awards event further recognises top advisors.

"Our culture encourages all our financial advisors to achieve their full potential," concludes Liew.

To apply, contact:

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