

The Insurance Authority (IA) is the independent statutory body whose principal function is to regulate and supervise the Hong Kong insurance industry to promote its stable development and to protect existing and potential policy holders.

We are looking for talents who share the same vision to join us!

IA now invites applications for the following position:

### **Senior Manager (Market Development)**

Reporting to the Head of Market Development and External Promotion, the incumbent will assume the following:

#### **Key Responsibilities**

- Lead a team to formulate effective strategies to strengthen the competitiveness of Hong Kong as a global insurance hub and risk management centre, including
  - identifying ways (such as policy initiative enhancements) to facilitate the development of the insurance industry through research and market analysis; and
  - establishing and maintaining solid working relationships with key industry stakeholders
- Drive market outreach initiatives, including engagement with Mainland and overseas partners, to promote Hong Kong's insurance market and attract new opportunities
- Identify international regulatory issues with domestic implications and advise on positioning strategy
- Represent the organization in policy dialogues, industry forums, and stakeholder consultations to ensure Hong Kong's perspectives are effectively communicated
- Collaborate with cross-functional teams to integrate market development strategies into broader organizational objectives
- Other duties as assigned by senior management to facilitate the market development function of IA

#### **Requirements**

- A Bachelor's degree in finance, insurance, business studies, law or related fields
- Minimum 8 years of relevant experience in the insurance industry, consultancy/business advisory or public sector
- Experience with international financial sector policy dialogue, including through involvement with relevant international organizations, will be an advantage
- Proven skills in strategic planning, stakeholder engagement, business development (local, Mainland or overseas) and relationship/project management
- Excellent command of spoken and written English and Chinese
- Willingness to travel on market outreach visits

#### **Remuneration Package**

A competitive remuneration package commensurate with the successful candidate's experience and qualifications will be offered.

#### **Application**

Review of the applications will start as soon as possible and continue until **20 March 2026**, or until the post is filled. Interested applicants may send a letter of application quoting the reference number in the heading, together with a full resume stating current and expected salaries by clicking "[Apply](#)".

*The Insurance Authority is an equal opportunities employer. Applicants not invited for an interview within 2 months from the closing date may assume their applications unsuccessful. Applications may be considered for other suitable positions within IA. All applications will be handled in strict confidence and the information collected will only be used for recruitment purposes. All information on non-shortlisted applicants will be destroyed after 6 months from the close of application.*

