

Job Title:	International Sales
Reports to:	Head of Sales Northern Europe
Location of Role:	Switzerland or London, Luxembourg, Geneva
Job Purpose:	<ul style="list-style-type: none"> • This is an innovative and leadership role in sales which will focus on new account growth with B2B partners; primarily in Switzerland (and potentially in both the Middle East and the Far East). • The individual will seek out partners on a non binding basis both directly and through Generali Group colleagues, referring opportunities as appropriate to Generali PanEurope in Ireland. • The role holder may discuss new ventures up to “commitment stage”, and then, on their approval by Generali PanEurope in Ireland, project manages them through to fruition. • Key tasks include the initial non binding discussions of agreements including elements such as custody / asset management, assisting in designing / modifying product structures and follow through with high quality documentation and training materials. • The role holder will prepare and manage the approved expense budget applicable to the role • As this role is not combined with that of an “Office Holder” , and to comply with legal / regulatory requirements, all financial commitments made in the conduct of this role, whether oral or in writing, must have prior approval of the relevant Director(s) or Official(s) of the Company in Ireland
Required Qualification & Experience:	<ul style="list-style-type: none"> • At least 7 years prior experience in the finance services industry with a proven track record as a Senior Account Manager in volume corporate sales • Typically graduate qualified and will have appropriate Sales / Marketing / Financial qualifications either ACII /FCII or other applicable qualification. • Fluent English and German is vital, ideally coupled with competence in French and Italian • Advanced sales skills • Marshals key arguments skillfully and is confident presenter at Board room level • The job requires conceptual thinking and working from first principles. • Ability to solve multidimensional problems involving issues of principle, commercial considerations and legal considerations

Generali PanEurope Limited

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Generali PanEurope Limited is regulated by the Central Bank of Ireland.

Generali PanEurope Limited is a limited company registered in Ireland (Number 311420) with a registered Office at 25-28 North Wall Quay, Dublin 1, Ireland. Generali PanEurope Limited is part of the Generali Group with a listed number in the Italian Insurance Group Register of 026.