

# Vacancy

<b>Job Title:</b>	Sales Manager UK
<b>Reports to:</b>	Head of Sales Northern Europe
<b>Location of Role:</b>	Greater London Area
<b>Job Purpose:</b>	<ul style="list-style-type: none"><li>• This is an innovative and leadership role in sales which will focus on new account growth with “Business to Business” partners; primarily in UK.</li><li>• The role will focus on the development of sophisticated insurance products for High net Worth and Ultra High net Worth clients and provide solutions for tax mitigation, estate planning and similar.</li><li>• The Business Development Manager (“BDM”) 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.</li><li>• 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.</li><li>• 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.</li></ul>
<b>Required Qualification &amp; Experience:</b>	<b>Required Qualification &amp; Experience:</b> <ul style="list-style-type: none"><li>• Senior account manager experience.</li><li>• Advanced influencing and negotiation skills.</li><li>• An in-depth knowledge of Strategic Account Management is essential and the BDM needs to be an effective team player.</li><li>• The nature of this role requires commitment to extensive travel throughout UK with occasional trips to Head office Navan, Ireland.</li><li>• Proven track record in meeting and exceeding Sales Targets.</li></ul>

## 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.

