



BiermannPartners GmbH

Our core competence lies in the worldwide identification, direct address and evaluation of executives and specialists in banking. Thanks to the very close contact to executives and strategic decision-makers, we generate unknown possibilities and ideas consecutively. During the selection process of the best associates possible, we set ourselves apart from our contestants with new ways and define ourselves through confidence, reliability, teamwork and flexibility. We are executive search consultants – but we even more see ourselves as “information managers”.

Senior Sales Manager Insurances Germany, Frankfurt

Company

For our client, a leading Global Asset Manager, we are looking for a Senior Sales Manager institutional clients to cover Germany and Austria. The position is based within the clients’ sales team in Frankfurt which focuses on corporates, banks, family offices and institutional clients such as pension funds and insurances. The group elaborates custom-made solutions that meet its clients’ requirements (mandates or dedicated funds). Acting as a business development unit, the group’s German subsidiary concentrates its activities on the distribution of collective investments managed by specialists on the world’s main financial markets.

Tasks

As senior sales manager institutional clients you contribute to the development of the business strategy for Germany. Reporting to the Head of Asset Management you are responsible for our clients’ institutional business, especially focused on insurance companies in Germany. This includes identification, creation and promotion of new business opportunities with institutional clients. You will monitor the development of the relevant market segments, clients and competitors. You cover the largest insurances and institutional prospects in the region and build up long-term oriented contacts with decision makers. To achieve this, an own account list through cold-calling and account development has to be managed. New clients and assets have to be developed according to period-specific targets.



Required Profile

The position requires at least 7 years experience as sales executive. Existing up-to-date contacts to insurances are a must. You have a degree in economics or business administration combined with a CFA/AZEK or a similar qualification. As ideal candidate, you come across as sophisticated asset management professional. You have a strong product knowledge and have developed a sound understanding of German institutional client's needs. Your clients consider you as a proficient and reliable partner, always aiming to find the best fitting solutions. As a preferred candidate you have excellent interpersonal skills, you are customer focused and you think and act entrepreneurial. You are willing to develop a brand and have successfully proven that you are able to build up business. German and English skills are a must.

Contact

If this job description suits you, we are looking forward to get to know you personally. You can send your application dossier to Manuel.Rehwald@biermann-partners.de. For any further questions, please do not hesitate contacting us on +49 69 133 8588 42.