



BiermannPartners AG

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, Business Development, Germany

Company

Our Client is one of the fifth largest insurance groups and a global asset management business, dedicated to build and provide its clients focused investment solutions. Its client base ranges from the largest financial institutions to advisors providing investment solutions for individuals. Our client is looking for a Senior Sales, Business Development Professional with work location in Frankfurt.

Tasks

The main mission for the tendered position would be to own the ultimate relationships with clients through management of own portfolio and to be an ambassador of a consistent, aligned message to the market externally. This includes building and actively targeting personal networks. Further main tasks will be the delivering of sales targets in line with the strategic goals and regional priorities. The Senior Sales reports to the Head of Channel Europe and works closely with the Client Portfolio, Relationship and Service Managers as well as the Channel Marketing and the Global Strategic Relations Team. On the external side, contacts will include existing and potential clients, consultants as well as journalists and business partners.

Accountabilities

The responsibility includes the delivering of personal sales targets as agreed with the Channel Head and the working with and support of colleagues in the region to deliver regional targets. Furthermore, the building of a strong and consistent pipeline that supports regional/channel priorities and the bringing in of new 3rd party clients/business are part of the accountabilities. The senior sales is furthermore in charge of preparing and delivering of a report to demonstrate the sales pipeline to the Regional Channel Head on a monthly basis and the attending of quarterly meetings to reflect on activity as well as the identification and involvement of key players in the sales process in order to maximize the sales success including the CPM and CRM teams.



Required Profile

The position requires a degree in Economics or equivalent qualification and the understanding of the financial markets. English is a must have while other European languages are a beneficial. Furthermore, a local mobility with regional mobility is desirable. A higher focus lies on Asset Management with relevant product knowledge. You should be entrepreneurial and customer centric, a team player and you should bring along strong interpersonal, marketing and selling skills. With a strong knowledge of channel, intermediaries and consultants and their requirements as well as a sound knowledge of the operational and regulatory frameworks for institutional and retail global investment markets, you bring along an industry credibility for the ability to build strong and durable relationships.

Asked core behaviors are client focus, competitiveness and an urgent delivery focus, but on the other hand, also a certain calmness and stability in dealing with the different departments, internal and external. In teamwork you are agile, flexible and team capabilities are rather in your focus than individuals. Additionally, readiness to take managed risks, enthusiasm and an optimistic attitude as well as a decisive and confident courage are asked.

Responsibility and straightforwardness as well as honesty and agenda-flexibility are demanded for the position.

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.ch. For any further questions, please do not hesitate contacting us on + 41 44 213 6225.