

We are looking for an

## **Account Manager, COFACE Global Solutions**

Location: Lausanne

### **Making Trade Happen**

Coface is a team of 4,500 people of 78 nationalities across nearly 60 countries, all sharing a corporate culture across the world. Together, we work towards one objective: facilitating trade by helping our 50,000 corporate clients develop their businesses.

With 75 years of experience, Coface is a leader in the credit insurance and risk management market. As a close-knit, international organisation at the core of the global economy, Coface offers an enriching work experience on several levels: relational, professional, and cultural.

In Switzerland, Coface has 3 entities (in insurance, reinsurance and services) and is present in 2 locations: Lausanne (VD) and Oerlikon (ZH)

Every day, our teams are making trade happen. Join us!

### **Role purpose:**

As part of a high-performance and dynamic team, we are looking to complete our CGS team with a proactive, curious, well-organized and stress resistant team-player Account Executive being able to deal with tight deadlines and able to work independently, albeit in close collaboration with various business stakeholders.

### **YOUR MAIN MISSIONS:**

- Business Development and management of an existing international CGS customer portfolio (direct or through a broker network)
- All up- and cross selling activities
- Initiate, plan and carry out policy renewal procedure and negotiate with customer and/or broker
- Regular visits of customers and brokers
- Collect actively market intelligence data
- Participation in external events
- Issuing contract documents and data input follow up
- Dealing with client and ad-hoc reporting, annual account planning, client meeting preparation and regular client feedback reporting
- Administrative tasks

### **CANDIDATE PROFILE :**

#### **Education / Experience :**

- Min. 3 years experiences made in Account- & Solution Management in a highly professional, dynamic and international financial services environment
- Swiss commercial degree or equivalent
- Business development skills

#### **Competencies:**

- Ability to work cross-functionally across different business processes
- Very good communication, negotiating and networking skills with top management and decision makers
- Ability to deliver high-quality services with tight deadlines and approach problems in an independent, flexible, systematic and anticipatory manner
- Result-oriented and self-motivating
- Strong organizational, planning and analytical skills
- Required languages: French and English fluent in spoken and written is must-have, German and or Italian would be beneficial

#### **Benefits :**

- We offer a human-sized team in a casual atmosphere providing support to each other and sharing knowledge and experience. Our business and the role itself will provide you with a great opportunity to gain experience in world leading services.
- Training, health insurance contribution, pension fund

### **CONTACT:**

Romain Risuleo HR Officer [Romain.risuleo@coface.com](mailto:Romain.risuleo@coface.com) looks forward to receive your complete application documents.