



SwissLife
Bereit für die Zukunft.

Our client is the Liechtenstein-based subsidiary of a global insurance group with headquarters in Switzerland. Its business is to provide innovative, tailor-made wealth management concepts for high net worth individuals around the globe. Today, it is already one of the leaders in the European market, and it has the ambition to become the market leader on a global scale. To support this ambitious growth plan, the company is now hiring an equally ambitious top achiever as

Regional Sales Director Italy

The Challenge: In this newly created position you will manage a team of Sales Consultants and assume full responsibility for the business results in Italy. In accordance with the company's strategy for a steady sustainable business growth, you will plan and coordinate all regional sales activities and support your team members in soliciting and training sales partners. You will manage the relationship with key partner banks, plan and organise sales events (e.g. fairs, conferences, partner or customer events) and endeavour to have your sales team continually at the cutting edge of both knowledge and skills. You will also ensure that sales processes are at a top professional standard and in line with the processes in the back-office.

Your Profile: To succeed in this challenge, you will have a university degree in business and several years of experience in a comparable sales management function. You have a good understanding of the financial services business (banking, insurance), preferably in an international context. Good knowledge of financial products for private clients, or of the Trust Business, is of advantage. You are a skilled sales professional with a track record of successfully building your own client base, ideally with private clients, and you possess exceptional leadership skills. Fluency, both orally and in writing, in Italian and English are a must.

The Offer: Here is an exceptional opportunity to join a young, very dynamic and ambitious division of a truly global player and as a member of the Sales Management Team assume a key role in the rapid growth of their business. Here you can make full use of your sales and management skills to inspire, shape and lead a team of professionals and together make a significant contribution to the company's success. You will spend a minimum of 50% of your time in the field and the remainder in Zurich and/or Schaan, Liechtenstein. An interesting compensation package, incl. attractive performance boni, rewards you for outstanding performance.

If this challenge is for you, apply in confidence (motivation letter and short CV only) by e-mail to 1057@conceptjobs.ch. For any questions contact Thomas Hascher. We are looking forward to your application!

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