

Belgium Jobs Expertini®

Key-Account Manager (Business Development)

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Company: Allianz Worldwide Partners

Location: Belgium

Category: other-general

Allianz Partners is the world leader in travel insurance, roadside assistance and personal services, every day is a new opportunity to make a difference. We are proud of our 17,000 employees spread across 6 continents in 34 countries and speaking 40 languages. For as many different scenarios as there are people, we're here to help our customers out of difficult situations, throughout the world, around the corner, or even in their home. By caring about people, Allianz Partners fosters a culture where its employees are empowered to collaborate, push the boundaries and challenge the industry.

JOB DETAILS

As a **Experimented Business Developer** within Allianz Partners, your role will be to analyse and study the needs of the market, to detect opportunities as well as to develop and maintain a relationship of trust with existing clients and prospects in order to contribute to the development of the product and service offer (Travel, RSA, Mobility, Health, Home, Energy Assistance)

To do this, your main responsibilities will be as follows:

Analyse, study and document the needs of the market in order to detect and hunt opportunities ;

To carry out prospecting activities in order to convert into new profitable partnerships and business ;

To carry out negotiations on higher level and familiar with tender management from A to Z ;

Ensure communication between clients and teams in order to maintain a relationship of trust

with clients ;

Handle customer complaints and provide solutions to improve service and maintain a good relationship with customers ;

Presenting products to internal and external contacts to make them aware of the products ;

Implement technical, operational and IT development projects to contribute to the achievement of the organisation's objectives ;

Prepare reports on activities to measure progress and establish forward plans and forecasts.

PROFILE

You have a complete and experimented sales profile (hunter/farmer) with an insurance orientation (ideal but not mandatory) or strong affinities with assistance products Travel, RSA, Mobility, Health, Home, Energy ;

You have a min. of 4-5 years experience in a similar role or in key-account management and you are familiar with the insurance and/or insurance brokers/corporate ;

You are sociable, communicative and able to build sustainable relationships as well as run negotiations at all levels ;

You are consumer centric ;

You are pragmatic, organised and able to keep an overview ;

You are open-minded and always look for the best solutions to achieve your results ;

Bilingual Dutch - French (English is an asset).

OFFER

An exciting, multilingual and multifaceted job in a solid company located in the heart of Brussels near the North Station ;

A permanent, full-time contract ;

A coherent development plan and salary package complemented by a bonus, multiple extra

legal benefits such as a company car with fuel card, group and hospitalisation insurance and discounts at our partners.

Allianz Group is one of the most trusted insurance and asset management companies in the world. Caring for our employees, their ambitions, dreams and challenges, is what makes us a unique employer. Together we can build an environment where everyone feels empowered and has the confidence to explore, to grow and to shape a better future for our customers and the world around us.

We at Allianz believe in a diverse and inclusive workforce and are proud to be an equal opportunity employer. We encourage you to bring your whole self to work, no matter where you are from, what you look like, who you love or what you believe in.

We therefore welcome applications regardless of ethnicity or cultural background, age, gender, nationality, religion, disability or sexual orientation.

Great to have you on board. Let's care for tomorrow.

Note: Diversity of minds is an integral part of Allianz' company culture. One means to achieve diverse teams is a regular rotation of Allianz Executive employees across functions, Allianz entities and geographies. Therefore, the company expects from its employees a general openness and a high motivation to regularly change positions and collect experiences across Allianz Group.

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