

ZAD Allianz Bulgaria is part of Allianz SE - a world leader in insurance and financial services.

The company has history of over 128 years, strong experience, company policy and high standards for its customers and employees. In relation to the expansion of our team we are currently looking for serious and ambitious candidates for the position:

Sales Support Manager – M_B

MAIN RESPONSIBILITIES:

- Lead a functional team of 5-6 people supporting the Sales organization across all distribution channels through training, sales analysis and campaign management
- Organize and facilitate a series of events, trainings and campaigns corresponding to the sales priorities of the organization
- Lead strategic projects in the Sales organization aiming to improve sales through structure, process and product offering changes
- Develop training and campaign materials supporting captive and non-captive Allianz networks
- Identify improvement opportunities across networks and serve as a thinking partner to the Chief Sales Officer and Heads of Sales Channels in launching new processes and initiatives across channels
- Develop reporting capabilities and analysis of current trends, opportunities
- Analyze and report campaign and training results suggesting clear next steps regarding follow-up or discontinued events

MAIN REQUIREMENTS:

- Higher education – Bachelor's or Master's degree
- Written and spoken English language proficiency
- Minimum 3 years of business analysis, consulting, investment banking or project management experience
- Insurance experience (or at least financial industry experience) is a significant advantage
- Excellent communication and presentation skills
- Experience in account management or team management

NECESSARY DOCUMENTS:

- Curriculum vitae
- Cover letter

WHAT WE OFFER:

- Opportunity to develop in an international financial institution
- Opportunity to interact with multiple internal and external stakeholders
- Dynamic and interesting work and career opportunities
- Excellent working conditions
- Access to promotional rates for products and services from all companies in the Group
- Additional social benefits

Documents shall be submitted by September 1, 2019 (incl.) to malina.djekova@allianz.bg

Only short-listed candidates will be invited for an interview.

Applications will be reviewed in strict confidentiality.