

## BUSINESS DEVELOPMENT MANAGER-DENMARK

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Company: Euler Hermes Denmark, filial of Euler He

Location: Denmark

Category: other-general

### What you do

- Identifying new business opportunities in line with the company's distribution strategy
- Generating new leads and acquire new customers and managing existing customers if needed/during transition
- Deliver the sales targets assigned to the Business Development Manager

### What you bring

- Prior experience in B-to-B sales, consultative selling (min. 3 years)
- Hunter mindset in sales
- Basic knowledge of corporate finance matters, trade related banking products is a benefit
- Ability to build and maintain relationship (ie. outgoing personality, comfortable with client facing role, excellent presentation and negotiation skills with c-suite)
- Self driven with ability to work independently
- Motivated by working with fixed goals and by creating results
- Team player with positive energy and passion for sales and you like to work at a high pace where innovation, your own initiatives and the ability to challenge are rewarded
- You provide a high level of service
- Good command of both spoken and written Danish and English
- Bachelor degree holder or equivalent
- Valid driver's license and willingness to travel in Denmark

### What we offer

- Opportunity to represent a strong and reputable brand with long experience in the industry

- Uncapped commission scheme
- Supportive and professional team
- Great freedom of action and opportunity for continued career within the company and group, both nationally and internationally
- Flexible hybrid working environment with good benefits in a company that appreciates new ideas and own initiatives
- Various trainings and upskilling opportunities
- International working environment and colleagues

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.

Dirk Kotzé, Head of Distribution & Local CEO

Hanna Jakobsen, Nordic HR Business Partner

Join us. Let's care for tomorrow.

#Jutland

#NEUR

#Denmark

#LI-HJ01

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 encourages its employees to have motivation in gaining varied skills from different positions and to collect experiences from across Allianz Group.

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