

HENDGES

R M C

SERVICE THAT HITS THE MARK: Hendges RMC provides impartial, professional advice in the field of risk management consulting, independent of insurance companies, insurance brokers and intermediaries. Our clients include both global corporations and small and mid-size companies. We develop forward-thinking strategies for optimized, sustainable insurance management and actively ensure their implementation. Our clients benefit from our objectivity, many years of experience and industry-specific know-how relating to linking client processes with the insurance and brokerage sector.

We are looking for someone to lend a helping hand with our dynamic and demanding consulting work in Salzburg, Innsbruck, Vienna, Munich, Frankfurt, Cologne, Berlin and Hamburg and have an immediate opening for a

SALES REPRESENTATIVE AND CONSULTANT

YOUR RESPONSIBILITIES

- ✓ Nationwide acquisition of new clients
- ✓ Development of individualized acquisition strategies including the creation of presentations and in-person presentation to the client
- ✓ Independent strategic advice on risk and insurance-specific issues
- ✓ Documentation of risk information provided by clients for internal further processing
- ✓ Responsibility for profitability and adherence to set budgets
- ✓ Active participation in client and industry events
- ✓ Ongoing relationship management

YOUR PROFILE

- ✓ University degree or completed course of vocational training as an insurance and financial services broker
- ✓ Several years of experience in sales, ideally in the financial or insurance sector
- ✓ Good business administration know-how and knowledge of the national and international market environments
- ✓ High level of consulting expertise and excellent presentation skills
- ✓ Experience communicating with decision-makers at all levels
- ✓ Self-assured and professional demeanor
- ✓ Analytical skills, creativity and an innovative spirit
- ✓ Skilled at negotiating remuneration agreements
- ✓ Very good command of written and spoken English
- ✓ Very good MS Office skills

GOOD REASONS FOR SEEING THINGS OUR WAY: Become part of our innovative, international company that offers you exciting and challenging tasks as well as excellent prospects for the future. Are you interested in a new challenge? Then please send us your complete and detailed application documents including your desired salary and the earliest date you could start.