

Sales Manager Italy

Global Private Wealth – based in Switzerland

Join our team. Your future starts here.

Swiss Life Group is one of Europe's leading comprehensive life, pensions and financial solutions providers.

Within the Group's International Division, **Swiss Life Global Solutions** offers a broad range of tailored cross-border life insurance solutions to wealthy individuals for a suitable integrated wealth planning, and to international companies to address the benefits needs of their local and mobile employees.

At Swiss Life, **our purpose is to enable people to lead a self-determined life**. Join us if:

- you enjoy working in a truly international and entrepreneurial environment
- you have strong business acumen and are able to think consistently from the customer's point of view
- you are willing to work, in an efficient, committed and agile manner, in the best interests of our company
- collaboration, trust and self-development are key elements for you in your future position.

Your Role

For its operations located in Lugano, Swiss Life is looking to recruit a Sales Manager to its existing, small team of competent professionals, characterized by an entrepreneurial mindset. The company operates in a highly professional framework and thus requires an individual who thrives in an environment with vision and objectives. In this capacity, the incumbent will be reporting to the Country Head Italy based in Lugano.

Being part of our UHNW sales force, the Sales Manager will be responsible for the development of the existing business but as well identify new opportunities. She/he will distribute Swiss Life's solutions to our varied business partners (private banks, family offices...).

The primary responsibilities of this role are the management of sales activities for a defined geographic area, to achieve personal sales targets, and to satisfy (if not exceed) expectations of Swiss Life distribution partners and end-clients.

In line with these responsibilities, the Sales Manager will define and execute sales strategy for the area, with inputs feeding budgets and forecasts. Additionally, she/he supports the relationship with key partner banks and provides input into Product Management & Solutions regarding new products required.

Your Profile

This experienced sales professional will be able to show a historical closeness to Private Clients Wealth Management solutions in Lugano and Italy.

- In addition to familiarity with the regional market and culture in particular, the professional has managed to create and maintain a solid network of contacts at C-level within the relations of Private Banking, family offices and wealth management. Furthermore, the candidate will have strong self-awareness and understanding of the factors, as well as the personal attributes, that have contributed to his or her success.

- Swiss Life is willing to attract a driven professional with substantial experience working within the private banking, life insurance or wealth management sectors. A proven experience as a wealth planner or lawyer with tax is mandatory. As well as experience in “B to B to C” selling, while with a proven experience in meeting end-clients.
- Drawing on her/his experience, she/he will have responsibility for individual/team sales results for the assigned region. With this in mind, the candidate must also ensure the integrity of sales processes, validating they are in line with standard sales function procedures (where appropriate), compliance standards and the back-office requirements.

Our Offer

- A rare opportunity for talented individuals to join our highly respected team of experts, being provided with a unique development program and to become part of our success.
- A permanent contract and a varied work within a multicultural team where you can shape your career.
- A company culture characterized by its agility, expert know-how, customer-centricity and collaborative mindset.

Your Application

If your ambitions, values and skills match with our expectations, please send your application to jobs@swisslife.com. Please refer to our privacy notice (www.swisslife-global.com) for more details about our data protection policy and note that a criminal report will be required in case of hiring.