

## **Insurance Account Executive B2B - SMEs & Corporate**

CrediaBank, which was created through the merger of Attica Bank and the former Pancreta Bank, is looking for an **Insurance Account Executive B2B - SMEs & Corporate** to join our dynamic team.

### **Job details**

Job type: **Full-time**

Location: **Athens, Attica**

Apply via LinkedIn or email: [recruitment@crediabank.com](mailto:recruitment@crediabank.com)

### **About the job**

As an Insurance Account Executive, you will be responsible for promoting insurance products to B2B customers (SMS, Large Corporate & Structure Finance) with the aim of achieving the insurance product sales targets of each unit. The main responsibilities of the role include creating an action plan to promote insurance products to the customers of each unit according to their needs.

### **Responsibilities**

- Collaborating with the heads of each unit to identify the customer base and schedule meetings to promote insurance products to corporate customers
- Actively promoting specialized insurance solutions to customers, in close collaboration with the RMs who handle the relationship with each corporate customer.
- Support all sales activities and resolve any day-to-day issues that may arise
- Provide training to RMs on insurance products and sales techniques (cross sell/up sell), support all sales activities and resolve daily issues that may arise
- Monitoring the execution of the insurance activities budget, in coordination with the heads of the business centers and the B2B insurance products sales manager, regularly reviewing the action plan and preparing performance reports
- Work directly with the business development unit for bancassurance products and CrediaBancassurance Agency.

### **Qualifications**

- Bachelor's degree
- Proven track record in sales and especially in the insurance market. Prior experience in the field is required.
- Certifications in Insurance Intermediation level A and/or D from the Bank of Greece
- Very good command of the Greek and English language
- Strong computer skills, with emphasis on MS Office applications and especially Excel and PowerPoint
- Solid understanding of the insurance market and its principles
- Strong customer-centric approach
- Excellent communications and negotiation skills
- Organizations and time-managements skills
- Team spirit with the ability to collaborate effectively across various teams and hierarchy levels in the organization

- Flexibility and adaptability in fast-paced and continuously evolving working environments
- Ability to handle crises and solve problems effectively Commitment to continuous learning and professional development.

### **About CrediaBank**

CrediaBank was created through the merger of Attica Bank and the former Pancreta Bank, and is the 5th largest bank in Greece in terms of assets. It is a modern banking institution with a network of 65 branches and 5 business centers across the country, serving approximately 300,000 individuals and businesses with a wide portfolio of deposit, investment, and insurance products, mutual funds, loans, and brokerage services. Customer service is a top priority for CrediaBank, which is why it is the only bank that welcomes customers both with and without appointments, offers cashier services available throughout the day, and operates with extended hours through the CrediaConnect service. CrediaBank operates as a credit institution supervised by the Bank of Greece, strictly applying both European and national regulatory frameworks governing the operation of banks. More information about the Bank is available on our website [www.crediaBank.com](http://www.crediaBank.com)

### **We respect your personal data**

CrediaBank, taking into account that the personal data of candidate employees is of great importance, informs you in accordance with Regulation (EU) 2016/679 and the relevant provisions of the applicable Greek legislation for the protection of personal data, in its capacity as controller of the type of personal data it collects, the reason they are collected and processed and how long they are retained [here](#).

### **Equal Opportunity Employer**

CrediaBank believes that its strength lies in its people and promotes a safe, dignified and inclusive working environment with zero tolerance for any form of discrimination, violence or harassment. We review all applications with equality, transparency and respect for human rights.