



CCN Insurance Services AG is part of the international CCN Group (Claims Corporation Network) based in Amsterdam/Netherlands. As a B2B2C insurance broker and TPA, we create added value for our customers with innovative insurance services and IT solutions. We offer both the banking and insurance industry customized services around product development, market introduction, policy administration, claims processing and sales support. As an underwriter, we develop innovative coverage concepts and flexible insurance solutions that are offered through a broad and international network of insurance and distribution partners.

For our location in **Munich / Haar**, we are looking for a

## **Junior Sales Consultant (all genders) for our national and international sales department**

### **What you'll do:**

- Project management for the development and expansion of the new International Health Insurance (IPMI) business field
- Sales individual customers and B2B customers with focus on individual customers
- Onlinesales talks and support, preparation of offers, conclusion of contracts and ongoing customer care
- Contact person/communication with product providers and insurance companies
- Maintenance of the tariff and product database
- Optimisation of sales processes in individual customer sales (lead optimisation, sales path analysis, database, offer and follow-up procedures, existing customer care, optimisation of renewal business)
- Collaboration in the implementation of the communication strategy incl. web marketing (SEO, SEM, social networks) as well as in sales campaigns
- Market analysis and competitive intelligence
- Development/training of a service team to advise individual customers
- Collaboration in budget planning and preparation as well as Regular reporting to the management
- Support in the design of a new/own int. health insurance product
- Maintaining the company's quality and productivity promises
- Fulfilment of all compliance, money laundering and IDD requirements

### **Qualifications:**

- You have completed training in the insurance industry or as a banker (m/f/d) or have higher-level training and several years of professional experience, e.g. with an insurance broker or company.
- Knowledge of the health insurance market, ideally the international health insurance sector
- Team spirit, Organisational skills and the Ability to work independently in a "start-up" atmosphere
- Experience in customer service through multiple channels (phone, chat, email).
- Sound knowledge of MS Office and experience in using var. IT programmes, experience in using CRM tools
- Sales orientation, a high level of commitment and motivation
- Professional and representative appearance as well as absolute persuasiveness in business fluent German and English (spoken and written)
- Confident expression in written and spoken language Social understanding and empathy

### **What We offer:**

- A long-term job in a family-friendly company with very good transport connections and flexible working hours
- An attractive remuneration package, including a meal allowance, 30 days of vacation plus additional compensatory days, company pension scheme and more
- A team-oriented working atmosphere with open communication in a modern company
- Work-life balance through the option of mobile working and flexible working hours

Start a career with a future and apply today stating your date of joining and salary expectations.

**CCN Insurance Services AG** - Richard-Reitzner-Allee 1 - 85540 Haar b. München

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<https://ccn-insurance.com/>

Please note our information on [the application process](#) and [data protection](#) on our website