



**POSITION : KEY ACCOUNT MANAGER
COMPANY: BNP PARIBAS CARDIF IN UKRAINE**

Location: Ukraine, Kyiv

Time of employment: Full-time

Department: Commercial (B2B2C sales model)

KEY WORDS: partners' relationship management, coordination of project development and implementation, sales analytics, B2B, bancassurance.

Company Description

BNP Paribas Cardif, an insurance subsidiary of BNP Paribas Group, is the world leader in bancassurance partnerships and creditor insurance, working with more than 500 partner distributors in a variety of sectors (including banks and financial institutions, automotive sector companies, retailers, telecommunications companies), who market the products to their customers. With a presence in 33 countries and strong positions in three regions – Europe, Asia and Latin America – BNP Paribas Cardif is a global specialist in personal insurance and a major contributor to financing for the real economy. With nearly 8,000 employees worldwide, BNP Paribas Cardif had gross written premiums of €24.8 billion in 2020.

Job description

We are looking for a skilled **Key Account Manager** to oversee the relationships of the company with its most important partners in bancassurance business (B2B2C business model, cooperation with banks, automotives etc.).

Responsibilities

- Oversee and manage the existing/new partners relationship and play an active role in developing and building long-term relationships
- Expand the relationships with partners by continuously proposing solutions that meet their objectives, act as the product expert
- Identify key partners needs and requirements and ensure the correct products/ services are delivered to partners in a timely manner, resolve any issues and problems faced by partners
- Coordinate projects implementation: act as the link of communication between key partners and internal teams
- Prepare regular analytical reports of progress/ forecasts and products/services presentations to internal and external stakeholders

Requirements and Qualifications

- Proven experience as key account manager with B2B clients: sales /sales support providing solutions based on customer needs, strong passion for user experience and customer happiness.
- Understanding of banking / insurance market
- Strong communication, presentation and relationship building skills
- Ability in problem-solving and negotiation
- Strong analytical skills, attention to details and accuracy with a good sense of time management
- Excellent organizational skills: multi-tasking ability, ability to prioritize and monitor quality of own work
- Ability to be proactive and committed to developing skills and knowledge
- Generally motivated and highly energetic, keen and hungry to get results
- Fluent English
- Computer skills: advanced proficiency in main aspects of Excel, Microsoft Word, Power Point and Internet applications.

Contacts:

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