



# Regional Sales Manager

i-surance

## Job description

When you consider insurances complex, boring and old-fashioned, then i-surance is the right place for you to change the image of this industry! i-surance partners with distribution partners such as manufacturers, retailers and mobile operators to offer their customers bundles of insurance and services which 'wow' them by simplicity, customer experience and innovativeness. As the market leader in Switzerland for mobile device insurances. we offer the best service level in the market and our partners include mobile operators such as Salt and Sunrise (Yallo) as well as retailers such as Fnac, Digitec and Microspot. Beyond mobile device insurance, we also serve other segments such as hearing aid and eye glass retailer, offering attractive adjacent insurance cover which drives customer loyalty and financial performance.

We are looking for the right talent who works with and manages our distribution partners in the French-speaking part of Switzerland to increase sales performance in their stores, with a particular focus on our distribution partner Fnac with 8 stores in French-speaking part of Switzerland. Your responsibility includes working with the store managers on optimizing the attachment rate of adjacent insurance offers, training the store employees to improve their sales practices, transferring best practices across stores and frontline employees, energizing the store employees with our superior value proposition and managing the overall account, working closely with the management of our distribution partners.

The ideal candidate has a track record in retailing and training, is a smart and social person who is results-oriented, loves to communicate and motivate, and is an excellent sales talent. You should have a good sense of humour, enjoy working in a very diverse, multi-cultural team and speak at least 2 languages fluently (French and English are a must). A keen sense of ownership, curiosity and willingness to try-out new approaches are the ingredients for your successful career and rapid personal development with i-surance. You should be based in the French-speaking part of Switzerland and willing to travel to visit our distribution partners in this region.

We're offering the right talents the opportunity to shape the next chapter of our successful growth story. We provide you with plenty of opportunities for your own personal and professional growth, within Switzerland and beyond. We invest in our talents and encourage a steep learning curve, matching your interests and ambitions with the breadth of opportunities of a fast-growing, international firm. Your engagement will be honoured by an attractive compensation with a secure job in a financially strong company.

**On any given day, you'll be doing one or all of these things:**

- Orchestrating monthly performance reviews with the management of our distribution partners
- Manage the performance of key accounts (distribution partners) you are responsible for
- Meeting the store managers of our distribution partners to review performance and discuss performance improvement measures
- Drive results for our distribution partners by identifying and implementing improvements
- Train and coach frontline employees in selling adjacent insurance offers
- Identify and drive sales improvement measures across the store footprint of our distribution partners
- Transfer sales and training best practices to other i-surance countries and distribution partners
- Further develop the firm's expertise in improving sales performance for adjacent insurance offers
- Support i-surance in acquiring new distribution partners in Switzerland

**Desired skills and experiences**

- Strong expertise and experience in retailing
- Experience in training and coaching of store employees, enjoy developing skills of frontline employees
- Experience in selling adjacent insurance offers is a plus
- Good language capabilities, at least French & English, German is a plus
- Good communication skills
- Entrepreneurial spirit
- Willingness to travel, in particular within the French-speaking part of Switzerland
- Curious to continuously learn and explore new approaches
- Enjoy working in a diverse, multi-cultural team with international exposure

If you are interested to explore the opportunity to join our fast-growing international team and to shape our fast growth, please send your application to our CEO: Jens Schädler, [jens.schaedler@i-surance.ch](mailto:jens.schaedler@i-surance.ch).

**Why join us**

i-surance is a B2B2C insurtech company like no other. Due to the exponential success of our modern and disruptive business model, we now boast two operations offices in the start-up hubs of Berlin and Barcelona, our headquarters in Zurich and sales offices in Paris and soon London. Further international offices will follow in-line with our growing international business footprint.

*How did we do it? Innovation.*

We're disrupting the traditional insurance market two-fold. First and foremost: our offers are transparent and valuable to the customers of our distribution partners. Secondly, we leverage emerging tech to serve our fast-paced digital world. Nobody wants antiquated and boring. Not me, not you, not your customers.

*Our philosophy? Innovative, Simple, Digital.*

Diverse companies are joining our vision every day. The big retailers of mobile phones, mobile operators, electronics, glasses, cyber security, etc. are amongst those making the switch - We've already earned the title of market leader in mobile, hearing aid and car tire insurances in several countries! What's more, we serve 2M end users in 15 European countries, manage an insurance premium volume of around € 40M and aim to grow beyond € 500M in the next 5-7 years. There are no limits to our ambition!

*Our triumph is a team effort, and that continues to be our crucial secret to success.*

Despite our incredible growth trajectory and boasting an ever-expanding team of 60 awesome talents from all over the world (22 different nationalities), we've kept our youthful start-up soul. As all entrepreneurs and modern start-ups know, a great office culture fosters great results. This means warmly connected team mates rather than colleagues. It means we're tuned in to how people really want to work; in a flexible environment that nurtures creativity and innovative thinking where our fellow humans are friends, not numbers.