



JOIN OUR TEAM

For one of our European offices we are looking for an

European Key Account Manager (m/w/d) - CEE countries

Welcome to Real Garant

As a customer loyalty specialist for the automotive industry, we are already looking at the trends of tomorrow. Changes are opportunities for us to continue to grow dynamically with innovative concepts.

We offer you the best of both worlds, the connection to a strong group and at the same time the culture and working method of a successful medium-sized company. Our corporate culture offers you a high degree of flexibility, a great deal of personal responsibility and plenty of scope for your ideas. Get involved and shape your future.

Your tasks in our team:

You will be responsible for consultancy, support and sales of warranties and insurances products within the automotive industry such as, but not limited to, Captive Financial Services, Banks, Leasing companies, Long Term Rental companies, Automotive OEMs and B2C online companies. Furthermore, the following activities await you:

- Being responsible for new customers acquisition and consolidation of the existing ones.
- Execute the company sales strategy
- Observation and analysis of competitors
- Market analysis and support of strategic business plan updates
- Represent the company at national and international events
- Planning, implementation and execution of new agreements
- Act as a Relationship Manager and Business Development
- Required travelling up to 75% of the time

That's what we want from you:

Sales is your passion and you have experience with insurance and warranty products. In addition, you have the following qualifications:

- 5-10 years of experience within an automotive/financial services/insurances industry role
- Strong knowledge of automotive banking products
- Bachelor's degree or equivalent is preferred
- Strategic mindset and managerial approach to the business
- Hands-on mentality. sales approach, target and profit focus
- Capability to work with different countries as well as cross functionally

What we offer you:

- **Your start at Real Garant:** To make your entry easier, you can expect onboarding that is individually tailored to you
- **Security:** Thanks to the affiliation with Zurich, you benefit from the security of a strong group.
- **Our corporate culture:** At Real Garant you can expect an appreciative working environment, mutual support and a lot of freedom for your ideas.
- **Further training:** We promote your potential with targeted training opportunities for personal and professional development so that you can grow with us
- **Work-life balance:** We offer you flexible working hours, the possibility of mobile working as well as a company car (also for private use) and 30 vacation days + additional time off on Christmas and New Year's Eve
- **Further benefits:** You can look forward to further advantages such as an attractive pension plan, employee events and numerous corporate benefits.

We are looking forward to getting to know you:

Melanie Haas is looking forward to receiving your complete application documents including references, salary expectations and your possible start date. Please send them by e-mail to career@realgarant.com. She will be happy to answer your questions at +49 711 49063 463.