

EH WORLD AGENCY COMMERCIAL OFFICER

Location:	London (Canary Wharf)
Job Hours:	35hrs
Company:	Euler Hermes UK
Salary:	Depending on experience plus flexi-time scheme, bonus, non contributory pension and additional benefits

The Experts in Credit Management

Euler Hermes UK has been in business since 1918 and is part of the global leader in credit insurance Euler Hermes with presence in over 50 countries and 57,000 clients worldwide. Euler Hermes UK is part of the Euler Hermes Group and the Allianz Group.

We are a leading company in the provision of credit management solutions, a specialised field but one that is critical for the well-being of UK businesses. Credit Insurance secures trade by providing cover against bad debt should a customer become insolvent or default on payment. Our other services include credit opinions and UK and international commercial debt collections.

Summary of Role

We are looking for a proactive, polished professional with a strong work ethic to support the EHWA Regional Director of Sales and Marketing and the Regional New Business Team in this exciting, high profile new role.

You will be supporting high level business acquisitions and EH World program implementation in order to secure EHWA profitable growth in the multinational segment. Supporting the EHWA Regional team with the prospecting, implementation and servicing of the World Program will be a key focus within this role therefore a background/degree in marketing would be desirable.

If you are looking for a role which you can make your own and which will give you a platform to progress within Euler Hermes then this demanding yet rewarding role could be the one for you.

Responsibilities:

- Supporting EHWA Regional Sales & Marketing

team in the preparation of the EHWA offers to multinational customers

- To support regional marketing segmentation through data mining, in order to maximise business opportunities
- To support the preparation of pricing and prepare business files for approval to the appropriate authority level
- To support the preparation of the offer document and draft presentations for EHWA Sales
- To prepare EH World Program Master Agreements
- To act as local contact for other EHWA regions
- To coordinate with the EHWA Regional Account Manager the EH WP implementation plan
- To support the EHWA Regional teams over the policy life cycle (visit and renewal preparation)
- To participate to "World Program Implementation Task Force" (in case of complex large new programs)

Requirements & Key Skills:

- Experience in Sales or Account management support with some exposure to project management
- Good IT knowledge and strong track record in operational execution / excellence
- Result driven and proven customer centric behaviours
- Strong communicator and good relationship builder
- Work experience in multinational, multicultural setting
- Team player, Hands-on mentality and entrepreneurial spirit
- Proficient in English, two languages a definite asset
- Excellent knowledge of Microsoft Office applications (Powerpoint, Excel and Word)

**Contact
Details:**

Company: Euler Hermes UK, 1 Canada Square, London, E14
5DX

Email: Please apply with full CV and current salary
details quoting the job title and reference
number to recruitment@eulerhermes.com

Internal: Please ensure that you cc your line manager in
to your application email.

End Date: 07th February 2012