

Sales Manager Insurtech Solutions

CelsiusPro AG is an Insurtech company based in Zurich specialized in industrializing index insurance solutions to mitigate the effects of adverse weather, climate change and natural catastrophes. We aim to increase resilience against NatCat and adverse weather events, combine risk management with data science, simplify, digitalize and automate the risk management process.

The Business Development Team provides risk management solutions and web-based platforms for corporations, insurers, brokers, governmental agencies, industry bodies, cooperatives and agribusiness companies to offer smart and cost-effective products to clients. We are looking to recruit an additional Sales Manager to expand our capabilities.

You will be responsible for the following tasks:

- While reporting to the Director of Business Development, you expand the business with particular focus on insurance companies, brokers, MGAs.
- Plan for and drive new sales growth in the agricultural insurance and NatCat insurance industries in mature markets and emerging countries.
- Visit key decision makers of clients and new business prospects, representing CelsiusPro in a professional and knowledgeable manner.
- Strengthen and deepen relationships with the existing client portfolio creating robust account management plans.
- Deploy a consultative approach to optimize the insurance products and the digitalization of distribution and operations in close partnerships with the client.

You have:

- Experience in software or technology sales, relevant market knowledge and network within the insurance sector is a plus
- Proven success in a sales role incorporating new business and account management resulting in consistent year on year growth in line with corporate targets
- A natural communicator responding proactively to the needs of clients, listening closely to the needs and challenges
- Excellent writing and communication skills in English; German is a plus
- Strong relationship-management skills and ability to establish rapport and credibility
- Passion for innovation and Insurtech themes
- Business acumen and you succeed in an entrepreneurial environment
- Bachelor or Master degree, or equivalent apprentice

Candidates must have Swiss or EU citizenship or a Swiss work permit.

You will be expected to travel globally (approx. 10%)

We offer a dynamic and international working environment linking climate change risks, index insurance and reinsurance. CelsiusPro consists of a data-driven, motivated, and talented young team. If you are open for a new exciting challenge, please send us your complete application including your cover letter and CV by email.

Contact: sebastian.glink@celsiuspro.com



CelsiusPro AG

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