



Europ Assistance USA is looking for a dynamic **National Account Executive**. This role is the primary interface between Europ Assistance USA and the client and is responsible for sales acquisition and client retention. The ideal candidate drives the sales process through prospecting, presenting, and closing sales. The position achieves results through effective internal partnerships with Marketing, Compliance and Operations. The success of this role will be measured by achieving a minimum of 100% target/quota and retention of current clients, and an extensive pipeline of opportunities. This position requires 50% travel and ability to work in a virtual environment.

### **Education and Experience**

- Bachelor's degree; or equivalent, plus ten years or more of proven sales and/or account management experience in professional products and services.
- Successful annual sales achievement of 1M+ quotas
- Strong client management and advocacy.
- Proven success presenting and discussing solutions with C-level and other decision-makers.
- Experience in the Insurance and/or Financial Industry preferred. Business to Business sales experience with major corporation accounts is a plus.
- Experience in business to consumer products and technology integration solutions is a plus

### **Sales Process Excellence**

- Drives sales results through prospecting and pipeline management.
- Generates new sales leads through cold calls, building and developing senior level client contacts, and strategic partnerships.
- Closes the business and negotiates pricing and contract terms.

### **Client Strategy and Advocacy**

- Proactively challenges the client to think strategically about solutions for their business challenges that result in additional product and services.
- Experience in developing and maintaining annual Account Strategy Plans.
- Advocates internally for clients best interest by effective and open dialogue with internal partners.
- Obtains knowledge of competitor's services/products and counters with enhanced products, processes or expert advice.

### **Account Management**

- Develops an annual business plan for each account that can exceed retention targets and client service agreements.
- Establishes a renewal strategy for all assigned accounts and ensures its flow and communication to all external and internal parties.
- Prepares proposals for renewals and for RFP's.
- Responsible for maintaining knowledge about all assigned accounts and ensuring that organization wide client information is accurate.

Interested candidates can apply by providing a cover letter and resume to [RManu@europassistance-usa.com](mailto:RManu@europassistance-usa.com). Additional information on Europ Assistance USA can be found at [www.europassistance-usa.com](http://www.europassistance-usa.com)

**Europ Assistance USA, Inc.**

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