



Confinale is one of the leading service providers for tax, compliance, wealth advisory, regulatory reporting and the credit business and holds the title Avaloq Premium Implementation Partner. With our team of over 120 banking specialists, IT architects and software engineers we offer a wide range of consulting and managed services. For our office in Zurich we are looking for a

Key Account Manager (all genders)

80 - 100 %, immediately or according to agreement

Are you experienced in supporting and developing sustainable customer relationships? At Confinale you will get the opportunity to prove your skills and to progress in your career in various areas.

WHAT YOU CAN MOVE WITH US

- _ You build and nurture relationships with key customers in Switzerland with a strong focus on customers using the Avaloq core banking system
- _ You act as single point of contact for key accounts, ensuring effective communication between customers and internal teams
- _ You develop strategies to expand opportunities with existing customers, identifying up- and cross-selling potential
- _ You will identify and target potential customers to generate new leads and develop further business opportunities in Europe
- _ You will have the opportunity to support our sales team in introducing new products to existing and potential customers

WITH THIS YOU SUCCEED

- _ You have proven work experience of 5 years plus in the financial services industry and in-depth knowledge of the main banking processes; preferably in Switzerland
- _ You have extensive experience in supporting Key Accounts, a strong customer focus and excellent sales skills
- _ You have a trusted network of business contacts in the financial services industry
- _ You have outstanding communication and problem solving skills
- _ Excellent knowledge of English and German, written and spoken
- _ You are a team player with a goal-oriented approach and the ability to work independently

WHAT WE OFFER

- _ With us you will find flat hierarchies and an innovative environment
- _ Interesting career opportunities, e.g. team leadership
- _ Team spirit is at the heart of everything we do: You will work with like-minded people in an innovative and collaborative environment
- _ You have home office options for an optimal work-life balance
- _ You can expect an attractive and performance-oriented salary
- _ Summer and winter events, spontaneous barbecue evenings or get togethers after work - we live team spirit outside of work as well

DID WE SPARK YOUR INTEREST?

We're looking forward to your complete application to career@confinale.ch

Maria Wildi, Head of Human Resources,
www.confinale.com

Your talent is our strength