



ACCOUNT REPRESENTATIVE

DUTIES

- The account representative is responsible for a portfolio of distributors in a given geographic coverage area.

- Main duties:
 - Presenting and representing Natixis and affiliates to target client groups
 - Developing a portfolio: winning new clients, increasing existing outstandings in accordance with defined objectives
 - Maintaining an ongoing client relationship (meetings, telephone calls, etc.)
 - Answering sales proposals and actively participating in sales campaigns and client and prospective client events
 - Conducting sales relations in accordance with the compliance, internal control and ethics systems.
 - Updating the client database
 - Optimizing the sales relationship for a certified client segment of distributors
 - Participating in the registration of funds on the various platforms thanks to contacts with regional auditors.

- The account representative position involves frequent travel.