



SALES AGENT

DUTIES

- He/she promotes and markets group products to professional and company branches of Banque Populaire, Caisse d'Épargne and other specifiers.
- Main activities:
 - Assume responsibility for sales promotion of Company business centers (informational meetings, training, etc.) and the promotion of products to all other specifiers.
 - Ensure product line marketing from the initial prospecting phase until the signature of the contract.
 - Following negotiations on risk and compensation terms, establish an audit (financial, business and factor risk analysis) and carries out the full structuring of the sales transaction.
 - Present his/her sales transactions to the acceptance committee.
 - Following the signature of the contract, monitor the smooth launch of the sales relationship.
 - Establish monthly reporting of his/her activity.
 - Ensure the comprehensiveness of transactions with respect to the internal compliance rules.
 - Fully exploit the CRM.