

**Commercial
Director**

Function

Sales

Job description

I - Context

AXA Seed Factory has invested in the creation of a new global player, *ClimateSecure*, capitalizing on the expertise of Climpact-Metnext, European leader in weather consulting services, and AXA Corporate Solutions, AXA Group's entity dedicated to insurance solutions for large corporations worldwide and Group expert in weather insurance solutions. *ClimateSecure*, in response to climate change and its consequences, provides tailor-made insurance and weather-risk management solutions to help its clients understand, mitigate, and transfer financial losses caused by weather anomalies.

The aim of *ClimateSecure* is to :

- 1. Directly sell solutions to weather-sensitive companies (typically, *ClimateSecure* could provide consulting services and insure an energy company against a loss in revenues due to a warm winter) in industries such as agriculture, construction, retail, food and beverage, transportation, energy, and construction. If necessary, *ClimateSecure* can work together with other brokers.**
- 2. Become the leader in weather-risk management solutions.**

II - Objectives

***ClimateSecure* is looking for a commercial director who will lead the team on the commercial side to kick-start the company.**

III - Main roles and responsibilities

In partnership with the team, the responsibilities of the commercial director include:

- 1. Leads generation:**
 - Identify and contact prospects (essentially weather-sensitive companies), brokers and other partners**
 - Define commercial plan**
 - Define the distribution strategy**
- 2. Communication**
 - Prepare marketing and communication materials for clients and partners**
 - Participate to key events**
 - Define communication strategy**
- 3. Underwriting**

- Work together with insurance companies and brokers to underwrite business

- Provide insurance companies with relevant index design

4. Claims Management

- Deal with claims request

- Process claims payment in partnership with the insurer

Starting date ASAP

Job Location

City Paris

Country France

Requirements

Profile

Education:

- Master's degree or equivalent in communications or business

Language:

- Fluency in French

- Fluency in English

- Other languages a plus

Required skills:

- Strong knowledge of the insurance industry and its legal aspects

- Interest in weather and climate topics

- Good business acumen and commercial skills

- Strong communication skills

- Entrepreneur mindset and sense of ownership

- Integrity

- Leadership skills

-Optional : understanding of insurance captives

Experience

-At least 2 years' experience as broker

-Sales experience

Contact

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