



WE ARE HIRING

BUSINESS DEVELOPMENT MANAGER YACHT INSURANCE (m/f/x)

 **Location:** Europe (On Premise / Hybrid)

 **Languages:** English + at least one other European language required (Spanish, French, German, Italian, Greek or Portuguese)



YOUR MISSION

Grow our core product — yacht insurance — through our core distribution channel, our global network of B2B partners. This role sits at the heart of our strategic growth path: you'll build the partnerships and unlock the international opportunities that shape our future growth.

WHAT YOU WILL DO

- Identify, onboard and develop new partners (brokers, dealers, shipyards, yacht managers, etc.)
- Build and maintain strong, long-term relationships
- Represent Sealogy at high class industry events and trade shows
- Monitor market trends, competitor activity and partnership performance
- Achieve and exceed agreed growth targets

WHO YOU ARE

- Experience in insurance, yachting or financial services with a solid network in the industry
- Open, extroverted and a natural networker
- Results-driven with a strong commercial mindset
- Collaborative team player, comfortable working across departments
- Tech-savvy and curious, especially about AI tools and digital marketing solutions
- Fluent in English and at least one European language (Spanish, French, German, Italian, Greek or Portuguese)

YOU WILL WORK CLOSELY WITH

Underwriting, Customer Service and Accounting teams to deliver excellent service and drive business growth as a team.

WHAT WE OFFER

- A key role in a growing international company
- Attractive compensation and performance bonuses
- The chance to shape our B2B strategy and make a real impact
- A collaborative, dynamic and supportive work environment
- Regular participation in classy events at Europe's most exciting hot-spots
- Access to the latest technologies and AI tools

OUR CULTURE

We are friendly, open-minded and truly international. You will work with great colleagues from all over Europe – including Germany, Italy, Spain, Croatia and many more countries. We value diversity, teamwork and a positive "can-do" attitude.

INTERESTED?

Please apply with your CV, references, and cover letter via the following link:

<https://join.com/companies/sealogy/16410159-business-development-manager-m-f-x>



Join the Crew. Let's grow together!

Tailor-Made Yacht Insurance Solutions for the global
Yachting Industry