

Genillard & Co. GmbH was founded in Munich in 2003 as a reinsurance broker. We have been part of the HBC group since October 2024. We act as an independent consultant and broker for niche and specialty insurance lines. Since 2023, Genillard & Co. has reorganized itself into "Risk Management & Reinsurance Services". As such, we offer our integrated brokerage, advisory and services which include products, analytics and services for the insurance industry. We advise our clients primarily on the topics of business development, analytics and use of data technology, streamlining business processes, emerging risks, the consequences of climate change and natural hazards. We act true to the premise: real value creation through "best practice" and "best advice" - and this is tailor-made! Our business area is Europe with a focus on Germany, Austria, Switzerland, Italy and the Eastern European markets.

Our innovative, friendly, and dedicated team is looking for a Reinsurance Broker (f/m/d) full-time (40h/week) with immediate effect. In doing so, we offer you the opportunity to break new ground and thus develop together:

### **Reinsurance Broker (f/m/d)**

#### **Your tasks - challenge meets responsibility**

- After a comprehensive induction, you will take over responsibility for the broking activities / divisions or markets & customers assigned to you on site.
- You will be responsible for customer service, analytics, design of coverage concepts and broking.
- You will work on the long-term broking strategy for profitable and sustainable growth, coordinate with the Head of Broking, and implement the strategy systematically and consistently.
- You will carry out your tasks in a goal- and result-oriented manner.
- You will lead the development and maintenance of business relationships with selected reinsurers, insurers, customers, partners and consulting partners.
- You pay attention to excellent, exemplary communication.

#### **Your profile - competence meets personality**

- Completed technical or economic studies in the field of insurance and/or commercial training in the field of insurance/reinsurance.



**GENILLARD & CO**  
—INSURANCE FACTORY—

A COMPANY OF **HBC** GROUP

- Several years of professional experience in a dynamic and demanding environment, including several years in a responsible position in the field of European primary and reinsurance markets.
- Enthusiasm as well as a binding, confident and communicative appearance at all levels.
- Very structured way of working, coupled with negotiation skills as well as reliability and organizational strength.
- Strong analytical and conceptual skills.
- Excellent management skills and intercultural understanding.
- Willingness to travel.
- Very good knowledge of MS Office with a focus on Excel and PowerPoint.
- Excellent communication skills in German and English, ideally also in another language (Italian an advantage).

#### **We offer – work differently with safety**

- A good working atmosphere in an international and open-minded team with committed and cosmopolitan people in the heart of Munich.
- The opportunity to realize your own ideas in an inspiring, team-oriented and varied environment and to create real entrepreneurial added value.
- Careful, structured induction and support from the well-rehearsed team of colleagues.
- Whether on the road or in the office – more freedom and independence thanks to our mobile working model.
- Pension provision with a company pension scheme and capital-impacting benefits.
- Participation in joint team events.
- Performance-related pay with bonus.
- Travel allowance for the use of public transport.
- Meal vouchers for nearby restaurants.
- 30 days of annual leave.

Are you interested?

Then send us your informative and complete application documents by e-mail, stating your possible starting date, to [jobs@genillard-co.eu](mailto:jobs@genillard-co.eu).