

Contact

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www.general.it (Company)
[www.facebook.com/
generalimilano561](http://www.facebook.com/generalimilano561) (Blog)

Top Skills

Insurance
Sales
Solvency II

Languages

English (Full Professional)
French (Professional Working)
italian (Native or Bilingual)

Certifications

RUI sez. A

Honors-Awards

lion wing 2009

Gianpietro Fontana

Key Account Manager at Generali Italia.
Greater Milan Metropolitan Area

Summary

My goals are assisting customers in identifying their needs, determining the insurance options that provide the best value for their business and then growing and maintaining the relationship over time.

As an insurance agent, i am responsible for helping individuals, families and businesses find appropriate protection for their health, property, even their lives.

Along with the basic insurance products i am offering comprehensive financial services, creating a one-stop-shop where clients can satisfy their needs for insurance and financial planning.

As an agent, i also continue my education by keeping up with changes in tax and insurance law that may affect my clients, as well as attending conferences and seminars sponsored by insurance organizations, mainly by the company i work for.

I never stop learning as this business is constantly changing and evolving. I don't believe in the status quo and never will.

Experience

Generali Italia

8 years 11 months

Key Account Manager Generali Italia

September 2021 - Present (9 months)

Milan, Lombardy, Italy

Tutor

January 2015 - September 2021 (6 years 9 months)

Responsible for obtaining profitable results through the sales team by developing the team through motivation, counselling, skills development and product knowledge development.

Consulente assicurativo senior

July 2013 - December 2014 (1 year 6 months)

Generali

8 years 5 months

rappresentante procuratore

November 2010 - June 2013 (2 years 8 months)

Sondrio, Lombardy, Italy

- Deliver the team sales target
- Deliver the required volume of effective coaching
- Deliver client service level agreements
- Recruit, coach, manage and motivate a team of advisors.
- Ensure Advisors are delivering individual sales targets
- Maximise productivity
- Report and distribute management information highlighting areas for improvement.
- Recommend and implement operational process and platforms improvement
- Appraise and develop staff
- Work towards and implement best practice

sales account

February 2005 - October 2010 (5 years 9 months)

Vendita prodotti assicurativi, creazione e training rete commerciale, organizzazione e formazione dei neoassunti, gestione e ampliamento del portafoglio clienti.

catalano & alibrandi snc

Junior consultant

November 2004 - June 2005 (8 months)

Vendita prodotti assicurativi, creazione e training rete commerciale, organizzazione e formazione dei neoassunti, gestione e ampliamento del portafoglio clienti.

Education

Università Cattolica del Sacro Cuore

graduate, law · (1992 - 1998)

Liceo classico Gallio

maturità classica, liceo classico · (1986 - 1991)

Bucci'NASCO 30/5/22

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