

JOBHOLDER NAME	ROLE TITLE	REPORTING TO
	<b>Intermediated Schemes Development Manager</b>	<b>National Sales Manager</b>

#### OVERALL PURPOSE OF JOB:

To identify, qualify, negotiate and close new insurance schemes business through insurance intermediaries.

Scheme business is a unique facility generating between £50k and £3million GPI. The offering will be unique by virtue of one or more of the following features: Method of customer acquisition, product type, risk profile, risk management, underwriting performance, size of proposition (GPI/number of transactions), product delivery mechanism, branding.

#### KEY DUTIES & RESPONSIBILITIES

Reporting to the National Sales Manager the role is to;

- Fully understand company capabilities, policies and processes
- Develop a sales plan to most effectively capitalize upon the opportunities within allotted territory
- Identify and build relationships with insurance Intermediaries to establish scheme business potential
- Qualify scheme opportunities so that only those opportunities fitting the required profile are presented to UK General.
- Produce scheme presentations to all internal stakeholders in a high quality manner
- Progress chase and further negotiate as is necessary until the opportunity is "live" or "dead"
- Oversee business implementation and ensure that trading relationship is successful over initial 12 months
- Play a lead role in the implementation of a focused and targeted approach to new business acquisition
- Ensure that all activity is recorded within the Company CRM system, produce progress reporting as required
- Effectively control expenses in accordance with company policy
- Provide support to colleagues as and when required
- Understand and hit or exceed personal sales target

#### PREMIUM GENERATION TARGET

Premium income contracted over first 12 months

QTR1	QTR 2	QTR 3	QTR 4	Each subsequent QTR
£0	£150,000	£300,000	£600,000	£600,000

#### TECHNICAL SKILLS REQUIRED

- Proven and significant (evidence required) success in B2B sales generation in the UK General/Commercial Intermediary market
- Clear understanding of the intermediary sector and drivers for decision making
- Ability to clearly identify profitable, scalable scheme opportunities and allocate time and resource accordingly
- Confident and detail oriented prospecting, cold calling, follow up and appointment making
- A detailed knowledge of General/Commercial/Scheme Insurance products
- In depth knowledge of competitor activity
- Numerate and literate
- A good understanding of FSA and ABI codes of practice

#### OTHER SKILLS REQUIRED

- Analytical & profit focused
- Highly motivated (results driven)
- Eager to learn
- Self Confident
- Appreciative of a challenge
- Persistent, self motivated, innovative and entrepreneurial
- Able to cope with rejection
- Team player
- Ability to operate with minimum support or guidance