

## National Sales Manager (Schemes)

Competitive base salary, with benefits package and bonus scheme

Our client, a specialist general insurance company is looking for an ambitious sales manager with the commercial acumen, business development and team management skills to make a difference. The market sector is specialist scheme business in the UK general/commercial intermediary markets.

This role will be of interest to insurance sales professionals capable of balancing sales team management and hands on business development of their own specific territory. Not for those who want an easy life, you will need to convince us that you have the drive and stamina to manage and motivate a national team of 3 Business Development Managers while bringing in the business from your own patch. The challenge is being accountable for your own territory targets and the combined targets of the national team.

If you are motivated confident, competitive, resilient and tenacious enough to build your sales career in a company that has big plans to punch above their weight, please get in touch with us. But please do not apply unless you meet all the following MUST HAVE criteria;

- Experience managing high performing sales team;
- Detailed knowledge of UK general/commercial insurance market with experience in scheme business a distinct advantage
- A proven successful track record of sales through insurance intermediaries;
- Commercial acumen to qualify and lead discussions on scheme business;
- Good understanding of FSA and ABI codes of practice.

Please send a copy of your CV, together with a short statement of how your experience matches the MUST HAVE criteria of the role, quoting reference 1792 to [recruitment@taltalent.com](mailto:recruitment@taltalent.com).

