

TRAINEE COMMERCIAL NEW BUSINESS ACCOUNT EXECUTIVE

The Role

Office/telephone based Sales role designed to rapidly develop individuals into successful Insurance Professionals

Duties

- Building rapport with prospective clients with a view to reviewing their current insurance arrangements
- Building relationships and negotiating terms with underwriters at leading Insurance Companies
- Providing written and verbal presentations to clients and Insurers with the purpose of acquiring new business whilst working within FSA Guidelines
- Providing Insurance related advice and a first class service to prospective clients
- Administrative duties
- To identify all possible sales opportunities

Profile

- We are looking for a highly motivated individual who has the following skills/attributes:-
 - Excellent communication skills
 - Telephone based sales experience
 - Impressive organisational skills
 - A competitive nature and a will to succeed
 - The ability to work comfortably under pressure

Package

- In return we are able to offer an excellent remuneration package, an ongoing technical training programme, support to obtain CII Qualifications.