



Specialist Insurance Executive – Charities

Role

The role of a Specialist Insurance Executive within our Charity and not for profit team will be to effectively develop new business relationships with our prospective clients and provide insurance solutions using a fully advised approach. The prospective clients will also come from our not-for-profit partners and this will help towards achieving targeted new business targets. You will be supported by Specialist Business Developer who will help in booking meetings. The Specialist Insurance Executive will also provide specialist advice and appropriate insurance protection for our prospective clients to minimise or remove identified risks and exposures.

Specialist Insurance Executive key accountabilities will include:

- To help deliver new business commission targets up to £91k
- Managing established or new niche initiatives to deliver set annual targets and identify new income streams
- Building relationships with our market partners and scheme providers
- To deliver cross-sell targets and support collaboration across B2B
- Planning and positioning of new initiatives to support longer term income objectives.
- To adhere to procedures for customer debt
- To provide insurance advice to customers and model effective protection through the provision of appropriate insurance products
- To treat customers fairly at all times in adherence with the FCA TCF principles

Person

We are looking for an Specialist Insurance Executive with proven commercial experience within the financial services industry. The Specialist Insurance Executive will also show strong relationship management skills with the ability to identify and develop new business opportunities, whilst always providing exceptional customer service.

The Specialist Insurance Executive will also have the following;

- Ability to develop relationships face to face and business to business
- Ability to deliver advice to allow customers to make informed decisions

- Capability to deal with high level profile customers/stakeholders (CEO's, Managing Director, Finance Director and Board level)
- Individual accountability with the ability to spot and identify opportunities and provide solutions
- Ability to identify and develop new business opportunities
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- Commercial awareness
- Strong attention to detail
- Drive and enthusiasm

Reward

This is a great opportunity to be part of a transforming business and you will be rewarded by a highly social team culture and competitive salary. We will offer you a fantastic benefits package which includes a defined contribution pension scheme where Endsleigh will contribute 4% of your pensionable salary increasing to 8% at 5 years' service, and rising again to 12% in year 10.

You will start with 22 days holiday plus bank holidays, rising to 25 days after 2 years' service. We also offer all colleagues the ability to buy holidays if they wish to, as well as giving you your Birthday off.

In addition to this we also offer:

- Quarterly incentives
- Life Insurance
- Free fruit and healthy snacks
- Access to a number of voluntary benefits including critical illness and dental insurance
- Colleague discounts through Perkbox
- Totum student discount card via the NUS
- The opportunity to buy additional holiday
- Access to our excellent facilities onsite including a gym and other sporting facilities.
- Free internal coffee machine
- Free onsite parking
- Funding for team social events via the Endsleigh Fun(d)