

Broker Executive

Salary Banding: £18,000 – £24,000

Location: Maitland House – Southend – On-Sea

Overview: Working with the Branch Manager the main objective of the role is to build successful relationships with Select & Protect's existing Financial Advisers and to register new advisers to achieve set KPI'S.

You will provide outbound telephony support to brokers including quote system training, plan and implement incentives and Key Account follow up.

Key Responsibilities:

- Achieve agreed sales targets and key performance indicators
- Develop and maintain productive relationships with Financial Advisers
- Provide in-depth systems and product training to Financial Advisers
- Deal with any service queries from Financial Advisers
- Collate competitor information on products, price, service and feedback to team/management/marketing
- Attend and contribute at sales team meetings
- Provide support to key stakeholder to maximize sales
- Seek new business opportunities and build relationships with the Financial Advisers.
- Work with Marketing ,Compliance and Operations to ensure Financial advisers/Networks are aware of the latest marketing campaigns and sales processes
- Maintain up-to-date records of all activities and notes on S&P systems
- Influence the company's product/operational enhancements based on broker feedback and experience
- Working within a regulated environment the jobholder needs to encourage business development within the confines of ICOB under the FCA, acting at all times in accordance with the Underwriting and Claims settling authority issued by the insurer.
- Any other adhoc duties as required

Skills and Experience:

Required:

- Sales/customer service experience within a financial services environment
- Possess a proactive professional, target driven attitude and have the ability to achieve results
- Exceptional organisation skills
- Ability to prioritise work to deliver on business opportunities
- Must be comfortable working under own initiative

- Good communication skills and ability to develop and maintain relationships

Beneficial:

- B2B sales experience in financial services environment.

Qualifications

- It is a requirement to hold or be prepared to undertake a Foundation Insurance Test qualification.
- Minimum of 5 GCSEs at grade C or above or equivalent to include Mathematics and English

Competencies:

- Communication
- People & Personal Development
- Team Work
- Customer Focus/Results/Excellence

About Us

The Hood Group is a privately owned business providing insurance solutions for over 30 years to some of the most well respected brands, insurance partners and financial intermediaries. Established in 1983, we came from modest beginnings in the City of London with a small team of passionate people who wanted to help change insurance for the better. We offer our partners an end-to-end service; from product and quote platform design through to sales and retentions. The Hood Group is now one of the largest employers in South East Essex with around 180 staff, award winning services and cutting edge technology.

We invest in the careers of all our staff, through training, qualifications and by providing a pro-active learning environment. We understand the importance of staff well being and maintaining a good work/life balance and also provide opportunities such as flexible working and career breaks. There is a Group funded Sports and Social committee and we provide free local gym membership, seated acupressure massages, and fitness classes in our onsite Wellbeing studio. On completion of probation we also provide an excellent benefits package that includes life assurance, pension scheme, medical cover, permanent health insurance and much more.