

BDM Health Insurance (Remote/Hybrid Working Available)

Main Responsibilities of the Role

jobs@generalandmedical.com

- Increase sales by generating leads and winning new business.
- Further developing business with existing customers and clients.
- Generate sales using all channels to market. Building contacts and enhancing relationships with businesses, introducers, affiliates (i.e. Opt-Ins), specialist healthcare brokers, general brokers and IFAs.
- Sell Healthcare Trusts by identifying and making contact with business, associations and sporting clubs.
- Generate sales through a programme of verbal, written and face to face communications.
- Convert enquiries into sales to actively grow the business to targets.
- Support and train the Affiliates and Brokers in line with FCA requirements.
- Support the development of products and services offered by the company.
- Document procedures and ensure that these are current and in line with FCA Regulations.

By:

- Effectively manage appointments and meetings to negotiate and build relationships with new & existing brokers and direct customers.
- Achieving targets set by the Sales Manager.
- Committing to travel in order to meet potential and existing customers, affiliates or brokers.
- Having regular reviews with the customers, affiliates or brokers to monitor performance whilst documenting the information obtained.
- Developing and agreeing suitable marketing campaigns with the Sales Manager.
- Understanding and following the FCA guidelines in full.
- Understanding how the functions of the role interlink and benefit other roles within the company.
- Keeping abreast of industry changes and competitor products.
- Working as a member of a team.
- Assist with various reporting tasks, administration and projects, maintaining confidentiality at all times.

What You Can Expect From Us

- Attractive Salary dependant on experience
- Commission Scheme
- Access to Pension Scheme
- Sick Pay Scheme and Attendance Bonus
- Great Annual Leave Benefit including additional family days
- Free Worldwide Multi Trip Travel Cover and discounted rate for family members
- Cash benefits linked to Personal Accident, Life Cover and Critical Illness
- Monthly Employee Rewards Scheme
- Commitment to Employee Learning and Development
- Business Laptop and Mobile Phone
- Access to Wellbeing Services and Discount Scheme
- Remote Working is Available for this Role – our working environment in Peterborough offers a convenient location close to the A1 when attending the office

About Us

Our greatest strength is our people – professional, driven yet grounded and fun to work with. If our culture sounds like a good fit for you and you want to be part of our exciting journey then please send a copy of your CV to jobs@generalandmedical.com