

BDM Health Insurance (Remote Working Available)

General & Medical specialise in Health Insurance and we are now looking to recruit a driven individual who can work as a member of the team and contribute effectively in a professional manner across a busy area of business. You will need excellent communication skills and be able to organise your work effectively, generating new opportunities for growth, converting warm leads from our Head Office and managing key business relationships across our broker panel. You will be comfortable in the conduct of visits to prospects and existing clients to engage in business discussions, representing the Company to strengthen relationships and win new business. All product training will be provided – you will need to demonstrate the desire to succeed and the skill to communicate.

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
- Remote Working is Available for this Role
- Business Laptop and Mobile Phone
- Business Vehicle available following initial period of achievement
- Access to Pension Scheme
- 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
- Access to Wellbeing Services and Discount Scheme



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