

Insurance Sales Executive

General & Medical specialise in Health Insurance and we are now looking to recruit a driven Sales Executive 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, engaging with new opportunities for growth and converting warm leads. 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 through a programme of verbal and written communications.
- Generate leads using direct and introducer channels to market, building contacts and enhancing relationships with businesses, introducers and affiliates.
- Convert enquiries into sales to actively grow the business to targets.
- Provide telephone support for registered healthcare brokers and intermediaries.
- Process and negotiate policy renewals with the aim of renewing.
- Respond to potential cancellations with aim to retaining.
- Complete and maintain all client communications and records including preparing quotations and renewal terms.
- Support the development of products and services offered by the company.

By:

- Responding to and actioning requests accurately and within a given timeframe.
- Handling inbound and making outbound calls to prospective sales leads and existing customers.
- Utilisation of telephone and media tools available.
- Developing and delivering suitable marketing campaigns.
- Understanding and following procedures in line with FCA regulations and guidelines in full.
- Undertaking training and ensuring product and market knowledge is current.
- Working as a member of a team and contributing to team meetings and performance.
- Understanding how the functions of the role interlink and benefit other roles within the company.

What You Can Expect From Us

- Attractive Salary dependant on experience
- Regular Monday to Friday hours – no evenings, no shift work and no weekend work
- 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
- Access to Wellbeing Services and Discount Scheme
- Free tea, coffee and fresh fruit
- Friendly working environment in Peterborough – convenient location close to the A1

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