

Job Description

Job Title:	Business Development Manager (BDM)
Responsible to:	Artsure Director
Department:	Trading

JOB PURPOSE:

Managing existing broker relationships with a focus on new business development and renewal retention whilst being a contact point for ensuring service delivery.

MAIN DUTIES & RESPONSIBILITIES:

- Identifying new trading relationships and broker opportunities for Private Client (mid/high net worth insurance), assisted by collaboration with Regional Directors and commercial BDMs.
- Operate within a defined geographic area (North or South of England) with a flexibility to control 'out of area' connections.
- Escalation contact for broker partners.
- Complete weekly reports in a pre-defined format.
- Attending regular sales meetings (usually at EGMGU head office - London).
- Arrange joint broker meetings with EGMGU colleagues as required.
- Working alongside the Artsure Director and Regional Directors to manage strategies.
- Working in a team of Business Development Managers covering all parts of the UK.
- Support and work alongside the Artsure trading underwriters based in London.
- No direct reports or line management responsibility.

Person Specification

It is anticipated, that to be successful in this role at Eaton Gate, you will be able to demonstrate the following:

KEY CRITERIA	ESSENTIAL	DESIRABLE
Work Related Personal requirements	Must have experience in a similar role for a Private Client/HNW insurance provider. Self-motivated. Strong relationship building skills.	
Competence Summary (knowledge, abilities, skills, experience)	Experience of strategic broker management with existing broker relationships. Excellent communication skills. Good organisational skills.	
Qualifications and Training	Previous experience and demonstratable achievement.	Dip/ACII qualifications.
Other Work Requirements	The role requires you to work from home with internet access, have a full driving license Laptop and IT equipment will be provided.	Positive attitude. Reliable and dependable.

BENEFITS

- Competitive salary
- Generous bonus scheme
- Private health care, life cover, PHI and pension scheme
- Business expenses

HOW TO APPLY

Please submit your CV to the Artsure Director, Laurence Carr:
Laurence.carr@egmgu.co.uk