

## Job description

**Job title:** Broker sales Consultant Internal

**Location:** South Coast

**Salary:** £26'000-£34'000 with 20% bonus, pension and other benefits.

**Ref:** 16401



### LAWSON PRICE CONSULTANTS

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Our client is seeking an Internal Sales Executive to develop new business opportunities and form long-term relationships with independent financial advisors. The Internal Sales Executive will join a major life insurance company wholly owned by one of the world's largest and most profitable banks.

The Internal Sales Executive will help drive sales of a commercially competitive onshore investment bond and it is expected that demand for the product will be high once the Internal Sales Executive has promoted the product to the IFA market and channeled demand accordingly.

Working as part of a team, the successful Internal Sales Executive will also contribute to the marketing effort; specific tasks include ongoing research to help in new market development, utilising the internet, telephone and direct mail accordingly and the ongoing management of various databases.

The role is proactive and will require the Internal Sales Executive to make outbound calls to new prospects as well as maintaining relationships with established IFA clients.

The successful Internal Sales Executive will cross-reference their activity with the external sales team and the product manager internally in order to produce the most effective approach to market.

The ideal candidate will have had experience within a sales environment and have knowledge of the investment and asset management industry, particularly wrap platforms and life investment bonds.

Proactive and determined in character, willing to reach and surpass targets and motivated to build a career, the Internal Sales Executive who displays these qualities will have a secure future as part of a dynamic and growing business that can offer plenty of opportunity for professional and personal development. Remuneration will be commensurate with experience.

All applications will be dealt with in confidence.

To apply for this vacancy, visit [www.lawsonprice.co.uk](http://www.lawsonprice.co.uk)  
or email [candidates@lawsonprice.co.uk](mailto:candidates@lawsonprice.co.uk)