

Job description

Job title: Broker Sales Executive/ Business Development Manager

Location: North UK

Salary: £35-£40'000 OTE £60'000 with car, pension, benefits

Ref: 16402b

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LAWSON PRICE CONSULTANTS

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Our client is seeking an experienced field-based Broker Sales Executive to create new business opportunities and form long-term relationships with Independent Financial Advisors across the north of the UK.

The Broker Sales Executive will join a major life insurance business and wholly owned subsidiary of one of the world's largest and most profitable banks, to help launch a commercially competitive onshore investment bond.

The Broker Sales Executive will form an integral part of the team tasked with positioning the product effectively, utilising their sales experience and market knowledge and contacts to create openings and opportunities and to deliver against objectives and exceed targets.

Supported by the internal sales and marketing team, the successful Broker Sales Executive will work closely with them to create an effective strategy and route to market, seeking to maximize sales to IFAs.

The ideal candidate will have had experience within a field sales environment and have knowledge of the investment and asset management industry, particularly wrap platforms and life investment bonds and be experienced in building relationships with brokerage and intermediary customers alike.

Strong presentation skills, the ability to influence individuals and groups and a determined and focused character are the qualities sought.

In return, our client can offer a secure future as part of a dynamic and growing team, with opportunities 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
or email candidates@lawsonprice.co.uk