



# NEW BUSINESS SALES LEAD

37.5 hours per week

Remote working available (with occasional requirements to visit the office)

OFFICE LOCATION: between York and Harrogate, YO26 9SS

SALARY: Up to £45,000 per annum, based on experience + commission scheme

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## BENEFITS

- Up to 33 days' holiday plus long service increase (FTE)
  - Up to 5 days' annual paid sickness leave plus long service increase
  - Hybrid / remote working
  - Flexible hours
  - Family friendly benefits
  - Employee assistance programme
  - Private Health Insurance
  - Free staff gym (open 6am to 8pm)
  - Free parking
  - Onsite kindergarten (discounted fees available)
  - Staff policy discount
  - Workplace pension scheme
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## WHO WE ARE

The Insurance Emporium protects many of the passions that make our lives so rich. Whether it's your pets, horses, caravans or more, our insurance products are designed to work for you as an individual.

We're looking for an ambitious New Business Sales Lead to work in our Business Relationship team.

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## WHO WE ARE LOOKING FOR

This is a fantastic opportunity for an experienced Sales Executive/Lead, New Business Executive/Lead, Business Development Executive/Lead, or similar.

We are looking for a driven, creative and motivated self-starter who has experience of business to business sales. With a focus on developing profitable and long-standing new business relationships. You should be comfortable in outreach and negotiations. A true hunter salesperson.

The ideal candidate will have:

- Experience in developing and building good working relationships.
- Excellent communication skills.

- Analytical skills.
- Good negotiation skills.
- A good commercial background.
- A keen eye for detail.
- Excellent time management.
- The ability to work independently, but also collaborate well with others.
- Ability to understand and work within industry regulations.
- Experience in representing an organisation professionally.

## **WHAT THE ROLE ENTAILS**

The News Business Sales Lead role will include, but not be limited to, the following duties and responsibilities:

Manage the new business to business sales pipeline:

- Identifying new opportunities.
- Ensuring contact details are accurate for all opportunities in the pipeline.
- Prioritising the best opportunities based on specific business criteria.
- Monitoring and reporting performance of new opportunities.

Outreach and negotiation:

- Develop and implement a successful mechanism to reach out to opportunities, with a focus on building new business relationships.
- Be the primary contact for all new prospective business partners.
- Working with colleagues to negotiate profitable relationships that deliver value to the customer, the business partner and The Insurance Emporium.

Onboarding new business partners:

- Coordinate the supplier due diligence of new prospects.
- Coordinate contracts for new business partners.
- Ensure the compliance of all launch material for new business partners.
- Work with the existing business relationships team to effectively onboard all new business partners.

Ongoing performance of new business partners

- Work with the existing business relationships team to ensure the success of new business partner relationships, monitoring performance to ensure sales targets are met.
- Support any new business partners who are not meeting targets with further promotion or training.

Building brand awareness



- Attend corporate events and sales meetings in person to promote The Insurance Emporium as a business partner.
  - Be an advocate for The Insurance Emporium, in person and online.
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## **BENEFICIAL**

The most important thing is that you're a motivated and talented sales representative, however, experience of sales in the insurance industry would be very helpful.

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***Please note, the successful candidate will be required to undergo a Basic DBS check***