

Senior Business Development Manager

Location: Remote

Salary: £40,000+ (negotiable depending on experience and proven track record)

The Company

Checkmate is an insurance intermediary focused on the residential construction industry throughout the UK. The business predominantly sells 10-year structural defects insurance (structural warranties) to developers, builders and contractors, sourcing the most appropriate level of cover from a panel of providers, ultimately providing greater choice and transparency to the customer.

An exciting opportunity has arisen for a self-motivated Senior Sales Representative with strong closing skills to join and influence a highly driven, commission-focused sales team. You will be responsible for prospecting, developing and maintaining strong relationships with builders, developers and introducers, offering attractive terms and information relating to the different insurance products available.

This is an ideal time for an ambitious Senior Business Development Manager to join our young and flourishing company. With uncapped commission, and promotion potential, we're looking for aspirational individuals eager to immerse themselves in exceptional account management and career development.

The Role:

Your main responsibilities will encompass:

- Growing opportunities in line with the company objectives and working to exceed daily, monthly and quarterly sales targets;
- Discussing and understanding the client's requirements and responding in a timely manner, with a solution that meets their needs;
- Establishing and maintaining productive client relationships;
- Effectively managing the end to end quote process, from receipt of the initial quote opportunity, through to closing the business with the client;
- Being the single point of contact for the clients you manage;
- Proactively following up business enquiries and leads from new clients;
- Updating Checkmate's CRM system, ensuring all records are accurate and kept up to date;
- Taking part in regular sales team conference calls/meetings and actively contributing;

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- Keeping abreast of competitor information, pricing and strategies;
- Focusing on customer satisfaction and treating customers fairly; ▪ Developing strong technical knowledge of the products we sell;
- Identifying cross-selling opportunities.

Candidates must have proven B2B experience in the construction industry, whether in sales or relationship management, be ambitious, self-motivated and ready to join a growing team. Comprehensive training will be provided.

Desired Skills & Experience:

- Ideally experienced in selling Latent Defects Insurance
- Account management experience
- Strong B2B networking skills
- Proven sales track record
- Ability to build genuine rapport over the phone
- Strong organisational and IT literacy skills – ability to effectively manage multiple quotes and tasks
- Good objection handling, influencing and closing skills
- Self-motivated, driven and ability to work independently
- Professional, ambitious, money-motivated and target-orientated with passion to build lasting client relationships
- Good communication skills

Uncapped earnings potential with commissions payable monthly.

Company Benefits including pension, private medical care, company events, salary benchmarking, etc.