

Business Development Manager/ Producing Broker - Construction Insurance

Job Title: Business Development Manager / Producing Broker – Construction Insurance

Location: Belfast / Northern Ireland, hybrid or remote with client travel

Salary: £35,000 - £42,000

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.

Role Overview

Checkmate is a specialist construction insurance intermediary working with builders, developers, contractors, property professionals and introducers across the UK.

We are hiring an experienced sales professional to help grow our construction insurance distribution in Belfast and across Northern Ireland and the UK. Internally, we call this role a Producing Broker because the role is not just account handling or lead chasing. You will be expected to originate opportunities, build relationships, understand client requirements, and convert enquiries into written business.

The core product area is construction insurance, including structural warranties / latent defects insurance, insurance-backed guarantees, surety bonds and wider construction-related insurance solutions. You do not need to be an expert in every product from day one, but you do need to be credible with clients, commercially sharp, and comfortable selling into the construction, property or insurance market.

This role would suit someone currently working as a Business Development Manager, Commercial Insurance Broker, Account Executive, Development Executive, construction sector salesperson, or insurance sales professional who wants to move into a more specialist, higher-value market.

What You Will Do

You will build and manage your own pipeline of builders, developers, contractors, introducers and professional referrers. You will prospect new relationships, follow up inbound and referred opportunities, gather the right information for quotations, and work closely with underwriting and account management colleagues to move cases from enquiry to quote, bind and cash.

You will be expected to manage your activity through Salesforce, maintain accurate records, follow up properly, and bring commercial urgency to the role. This is a sales role, not an administrative role. The right person will be able to open doors, build trust, keep momentum in the pipeline and close business.

Key Responsibilities

- Develop new relationships with builders, developers, contractors, architects, brokers, introducers and construction professionals.
- Generate opportunities to quote across structural warranty, latent defects insurance, insurance-backed guarantees, surety bonds and related construction insurance products.
- Understand client requirements and gather the information needed to progress quotations quickly.
- Work closely with underwriting, technical and account management colleagues to deliver a strong client experience.
- Manage prospects and clients through Salesforce, keeping all activity, next actions, quote values and expected close dates up to date.
- Follow up quotations and open opportunities with discipline and urgency.
- Build a strong local network in Belfast and across Northern Ireland.
- Represent Checkmate professionally in the construction and insurance market.
- Contribute to sales meetings, pipeline reviews and product feedback.

What We Are Looking For

- A proven track record in B2B sales, insurance sales, commercial broking, construction sales, property services or a related market.
- Confidence speaking with business owners, developers, contractors, finance directors and senior decision-makers.
- A strong commercial mindset and the ability to understand where an opportunity is likely to convert.
- Good telephone, email and face-to-face communication skills.
- A self-starter who can work remotely or hybrid without needing to be chased.
- Comfortable working to targets for opportunities, quote value, pipeline conversion and cash.

www.checkmate-warranty.co.uk

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- Organised, accurate and willing to keep CRM records properly updated.
- Experience in insurance, construction, property, warranty, finance or professional services would be highly attractive.

What Would Make You Stand Out

- Experience selling construction insurance, structural warranties, surety bonds, commercial insurance, property finance or related products.
- An existing network across Northern Ireland or UK general builders, developers, contractors, architects, surveyors, brokers or introducers.
- CII qualifications or a willingness to work towards insurance qualifications.
- A genuine interest in becoming a specialist construction insurance producer rather than a generic salesperson.

Why Join Checkmate

This is not a commodity sales role. Construction insurance is specialist, relationship-led and commercially valuable. You will be joining a growing business with established brands, technical support, access to wider construction insurance products, and a clear ambition to grow its distribution across the UK.

As part of a group including a specialist, London based Managing General Agent, Checkmate benefits from a wide range of insurance relationships that allows us to offer industry leading products to our growing customer base.

You will have the chance to build a proper book of business, become known in a specialist market, and progress as the group grows.