

Senior Business Development Manager

Job Title: Senior Business Development Manager

Location: Remote

Salary: £35,000 - £45,000

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.

An exciting opportunity has arisen for a self-motivated Senior Business Development Manager to join a highly driven, commission-focused sales team. You will be responsible for prospecting, and developing 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.

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;

Skills & Experience

- 3+ years working in construction insurance is **required**.
- Confident and able to communicate with senior members of companies
- Hard working, willing to maximise efforts for best results
- Proven sales track record
- Competitive, always wanting to be the best
- Good communication skills over the phone
- Have a keen eye for detail
- Comfortable in a target driven environment
- Able to use various computer systems e.g. CRM systems, MS Office, Aircall
- Self-motivated
- Good objection handling, influencing and closing skills
- Candidates must be hungry to succeed, ambitious, self-motivated and ready to join a rapidly growing team.