



Insurance Department – Insurance Sales Advisor

Since our formation in 2009 we have grown into an award-winning business. Based in Warrington we support customers nationwide. We describe ourselves as a fast-moving, innovative and people focused organisation. We're good at what we do, but there is always room to improve which is why we're serious about investing in our people.

The role:

As an Insurance Sales Advisor you will be working within the Insurance department. Working with Tenants, Landlords and Letting Agents across the UK, you will be providing them with a comprehensive suite of Insurance products. In this role you will be converting warm leads from our Referencing department and selling direct to our customer base. You will be maintaining and updating our in-house CRM system. You will be expected to prepare policy documents, taking inbound and making outbound calls, exceeding in sales targets and KPI's, building pipelines and giving great service.

The person:

Through being positive and friendly you will build rapport with clients whilst providing a professional service. We pride ourselves on delivering a high-quality service which is customer focused. We want a team player who is ready to perform.

What can we expect from you?

- Positivity - Make the last call of the day sound like your first call
- Reliability - Be someone who we can depend upon on to deliver for the team and our customers
- Work Together - Be part of a fantastic team and achieve together
- Motivation - Achieve your potential with uncapped commission
- Grow - Develop within your role and grow with our business
- Inspire - Share your ideas to improve the way we do things
- Co-ordinator – Able to plan and forecast
- Communicator – Demonstrate high quality skills

**Key Responsibilities:**

- Meeting and exceeding sales targets
- Working and managing your pipeline
- Able to plan and prioritise workload
- Competent in Microsoft Office and CRM system knowledge advantageous
- Taking inbound and outbound calling
- Dealing with a high volume of leads
- Able to explain features and advantages of various products

Skills:

- Excellent communicator
- Persuasive
- Outstanding negotiator
- Highly organised and adaptable
- Attention to detail

What will you get in return?

- Salary between £18,500 and £20,000 pa DOE + Bonus Scheme OTE uncapped
- Pension Scheme
- Company reward scheme including: length of service awards, peer to peer recognition, suggestion scheme and employee of the month & year awards
- Free fruit, tea and coffee
- Refer a friend reward scheme
- Company social events including: summer parties, team nights out & much more
- Make a difference day – 1/2 paid day off work to volunteer at a charity of your choice