



Job Description – Account Executive – New Business

Salary: Negotiable, dependent on experience, plus uncapped Commission, paid quarterly

Office Location: Hybrid working - Milton Keynes, London, and Salisbury

Apply here: <https://www.linkedin.com/jobs/view/4105418101>

Christie Insurance is an independent Commercial Insurance Broker. Your role is more than just a job—it's a gateway to unparalleled opportunities and professional growth. As a key player in our dynamic team, you'll leverage our unique business model to drive success for both our clients and yourself. From day one, you'll have access to a treasure trove of live leads and critical client information, empowering you to drive business and move the Company forwards. With our robust infrastructure of IT & Marketing and other dedicated support functions, you'll be equipped to provide top-notch advice and service, ensuring our clients' needs are met with excellence. Join us at Christie Insurance, where your ambition meets endless possibilities. We are a Company where you will have the chance to not only carve out a successful career for yourself but also play a key role in building the Company.

Why Christie Insurance?

Immediate Access to Leads: From day one, you'll have all the information you need to secure opportunities through our Network of Companies. Explore live leads on the [Christie & Co website](#).

Strategic Locations: Our teams operate from three main offices in Milton Keynes, London, and Salisbury. We also have a UK-wide office presence through our wider Network of Christie & Co, meaning we are not limited to one office location.

We recognise the need for a work-life balance, so we are committed to continuing to work in a flexible hybrid way. After an initial training phase, you will typically work two days at home and three days in the office. Of course, this might need to be flexed around client visits, etc.

What We Offer:

Unique Business Model: The opportunities passed directly from our Group Companies to our Insurance Team are unrivalled. Christie & Co sell a business, Christie Finance finances the business, and Christie Insurance insures the business. We work on a 360 model from Acquisition through to the Disposal of a Business, offering tailored support along the way.

Supportive Environment: We are committed to seeing our team members succeed and develop as they become part of our journey and we become part of theirs. We invest in our people by offering training and support, allowing them to gain industry-recognised qualifications.

Long-Term Goals: Christie Insurance is a long-term business with long-term goals, ensuring stability and growth for our team members. Unique in our Business model - we are not an aggregator.

Purpose of the Role:

To secure new clients with advice on Commercial Business Insurance.
Cross-sell to all clients, including existing clients.
Develop your reputation internally and externally as a professional, knowledgeable broker.
Develop and maintain relationships with insurers.

Skills and Experience:

You will come from a Commercial Insurance Broker background and demonstrate credible experience and product and client knowledge.
Have a well-founded understanding of the fundamentals of Insurance and its legal context and operation within the SME Insurance marketplace.
Demonstrable success in providing telephone-based advice and sales.
Mirror the same telephone skills in face-to-face meetings.
Be able to manage high volumes of enquiries.
Maintain consistent conversion rates in quoting and selling to new and existing clients.
Knowledge and experience of corporate protection products.
Project a professional and competent image, with an engaging and friendly manner, over the telephone and face to face.
Strong relationship-building, influencing, and team-building skills.
Experience in maintaining a client-led approach.
CII qualifications in (or progress to obtaining) R01, R05, GR1, LP2 are desirable.
Use of Broker systems is preferred. Experience with Acturis is desirable.

What We Can Offer:

Commission (achievable premium targets)
25 days holiday (plus 8 bank holidays)
Flexible working
Company sick pay
Income protection if you fall ill
Pension
Life assurance
Learning and development opportunities (CII Cert/Dip - subject to eligibility)
Career development
Employee Assistance Programme
'Plumm' - career and life coaching

We're looking for someone who understands the importance of delivering on commitments and deadlines. If you are ambitious, care about your clients, and want to make a big impact in the organisation, we would love to talk to you.

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