

Farming Account Handler – Salisbury & Wareham

About us:

NFU Mutual's Salisbury & Wareham agency spans areas across Dorset, Wiltshire, and Hampshire. Placed as one of the largest NFU Mutual agencies in the country we have an exciting opportunity for a Farming Account Handler to join us.

Our work environment includes:

- Growth opportunities
- On-the-job training
- Work-from-home days
- Modern office setting
- Safe work environment

As part of our Account Management team, you will be responsible for delivering professional advice and outstanding service to our customers, face to face or over the phone, whilst playing a key role in the success of expanding local business. This role will focus on managing a portfolio of existing farming and commercial clients, as well as prospecting and cross selling other products and services to them.

This role is an exciting opportunity for anybody who is looking to join a well-respected agency of the NFU Mutual with the opportunity for future development within our business. Our aim is to grow and support our staff in their careers, rather than just a job. If you are looking to develop and progress, please contact us.

We recognise that some candidates may experience barriers during the recruitment process. So, we encourage candidates to discuss any adjustments or accommodations they need to be the best they can be throughout our recruitment process

Full training in a friendly and supportive environment will be provided.

Duties Include:

- Reviewing, evaluating and processing the portfolio of existing customers to ensure retention, and the generation of new business to maintain compliant and profitable growth and expand the NFUM reputation for excellent service.
- Identification, development and generation of Financial Services, Risk Management Services and Personal and Commercial leads from existing and new customers.
- Support and liaise with the Agency's business partners to manage and handle large, key accounts.
- Develop and sustain effective working relationships with customers, all members of the Agency and NFU Mutual staff.
- Identify the need for and accurately & compliantly process new business quotes/policies.

- Maintain own knowledge and skills to sell professionally and compliantly, delivering a consistently good experience to customers to meet the requirements and standards of NFUM, T&C scheme and our regulators.

Desired Skills & Experience:

- An ability to work autonomously, with a proven track record of managing and prioritising your own workload effectively to meet needs of the business and clients.
- A confident & effective communicator, with excellent interpersonal skills both written and verbal. delivered with accuracy and attention to detail.
- Someone who demonstrates honesty, integrity and due diligence.
- A problem solver, who can use their own initiative and judgement.
- Someone who is reliable and trustworthy.
- Someone who enjoys working as part of a team with a positive can-do attitude.
- A good level of IT skills with an ability to use Word & Excel as a minimum and able to learn new internal NFU Mutual IT systems.

Qualifications required:

Degree level education in agriculture or associated field.

Please clearly state all individual qualifications on your application.

Our commitment to you:

- A competitive starting salary, with progressive salary banding as you develop in the role.
- A key role in an established and well-respected business where the growth and progression of our employees is encouraged, and achievement is recognised.
- Thorough training and a supportive development plan to enable your success in the role
- Support in gaining Chartered Insurance Institute professional qualifications.
- Staff benefits including Private Health Plan and annual Volunteer Day
- 35 hours a week
- Working week: Monday – Friday 9am to 5pm
- 24 days annual leave plus bank holidays
- Free Parking
- Company pension
- Sick pay
- Birthday as a free day's holiday

The role will be predominantly based in our offices at London Road, Salisbury, SP1 3HP, with flexibility on working from home.

If you would like to apply for this position, please email your CV to paul_wadcock@nfumutual.co.uk

We keep the personal information that we obtain about you during the recruitment process for no longer than is necessary for the purposes for which it is processed. How long we keep your information will depend on whether your application is successful, and you become employed by us, the nature of the information concerned and the purposes for which it is processed.

Please note you will be employed by an Agent of NFU Mutual and not by NFU Mutual directly.

For more information about NFU Mutual Salisbury & Wareham go to www.nfumutual.co.uk/Salisbury