

Agricultural Account Executive

Location: Ross-on-Wye

The NFU Mutual Agency in Ross on Wye is one of the leading NFU Mutual branches in the country and an exciting opportunity has arisen to join our team as an Agricultural Account Executive. We are looking for somebody with an agricultural background as being able to relate to our farming clients and understanding how a farming business operates is essential in this key role. You may also have some experience in insurance although that is not essential as full training and development will be provided.

You will be responsible for a large book of agricultural clients and tasked with servicing these as well as driving business development in agricultural and rural markets. The reason this role has arisen is due to an internal promotion which clearly demonstrates the potential career progression that this opportunity offers.

This role is a fantastic opportunity for anybody looking to join a vibrant and enthusiastic team.

You will receive full training, in a friendly and supportive environment, to ensure you are fully licensed in all the NFU Mutual products and those of their associated partners.

Roles and Responsibilities:

- Building relationships with existing customers by reviewing policies at renewal and providing full support to our clients with their insurance account throughout the year.
- Identify and develop General Insurance, Financial Services and Risk Management opportunities from existing and new customers.
- Dealing with general queries from our diverse client base.
- Report writing, data preparation and document publishing.
- Job specification containing full details of role and responsibilities available upon request.

Personal Attributes:

- Be a self-motivated individual.
- Be willing to learn and be enthusiastic.
- Excellent negotiation and relationship building skills.
- Excellent telephone and face to face manners.
- A team player.
- People orientated approach.
- Excellent time management and organisational skills.
- Be able to problem solve, use own initiative and judgement.
- Demonstrate attributes of honesty, integrity, due skill, care and diligence.

Qualifications and Experience:

- GCSE's or equivalent of A-C grade including Maths and English.
- Proficient in the use of MS Office Applications including Outlook, Teams, Word, Excel and Powerpoint.
- Previous insurance experience is desirable but not essential.
- A full UK driving license is required as you will be required to visit clients as part of the role.

This role falls under the Insurance Distribution Directive. This means there is a requirement for Continuous Professional Development in role, in addition to ongoing screening checks once in post.

Working Hours: The position is 5 days a week (Monday – Friday with core hours being 9am till 5pm).

Salary Range: £24,000 - £36,000 plus commission and bonus structure

Closing Date: 10th December 2021

How to apply: Please send your CV and a covering letter to rossonwye_recruitment@nfumutual.co.uk

Please note that you'll be employed by M.J. Price and M.L. Watkins and not by NFU Mutual directly