Farm Account Handler

NFU Mutual Matlock is currently recruiting for a Farm Account Handler.

This is an opportunity for someone with a passion for agriculture to work alongside an established Senior Agent where you will enjoy the challenge of growing the farming business. You will be at the heart of our local farming community, building relationship and understanding what matters to your farming customers.

As Farming Account Handler to our loyal base of rural and farming members, you will undertake the ongoing management of the farming insurance accounts, in particular the annual insurance renewals, offering the exceptional customer service our members have come to enjoy and appreciate.

This will involve visiting farming businesses to review their insurance cover, whilst identifying any additional customer needs in line with NFU Mutual’s product range such as financial services and risk management. As a Farming Account Handler you will play a key role in the success of the Agency by building on the strong, existing client relationships and also relishing the opportunity to identify new customers.

As part of the local agricultural community you will play a major role in championing local farmers’ interests whether it be arranging meetings or maintaining a presence at an agricultural event. You’ll appreciate the issues they’re facing and give them the support and advice they need.

This means you will need a combination of personal and professional qualities:

* You will have excellent communication skills, being able to adapt your style to deal with people from a wide range of backgrounds
* An understanding of the need to create long-term relationships with customers
* You will have the ability to spot a sales opportunity and develop new business
* You will be a positive and motivated individual who enjoys working toward individual targets to ensure team success

We are a progressive and expanding agency; our members are offered an exceptional and personal service to our customers in an open and honest way, which means we really know our market and retain 95% of business annually.

We are offering a comprehensive training program and a career path for those that want to achieve.

This is a full time role Monday to Friday 9am to 5pm with some evening meetings and occasional weekends as required. In return you can expect a starting salary of £25k plus benefits package, contribution to relocation and provision for a car.

To apply, please email your CV & covering letter to fiona\_traquair@nfumutual.co.uk

Closing date for applications – 7th February 2022

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