

## Sales Insurance Advisor

<b>Annual Salary (FTE)</b>	£30,000 + Bonus Schemes
<b>Benefits</b>	Casual Dress Culture, Pension Scheme, Local Area Discounts, Half Day Fridays, Employee Events / Employee Holidays.
<b>Holiday</b>	28 days per Annum
<b>Working Hours</b>	Mon - Fri (Flexible time based on performance) 35 hours a week
<b>Location</b>	Bournemouth, UK

Protection Experts is a growing insurance Brokerage that was established in 2017. With over 99% of our policies written into trust, we are one of the leading insurance brokers specialising in Relevant Life, Critical Illness and Income Protection. We are now expanding into new consumer life Insurance. We work with the whole market, which means we have access to many insurers to guarantee the best deals for our clients.

This is an advised based role so we are looking for someone who has the right knowledge and experience to provide accurate advice to our clients. We use a purchase lead model to ensure that we provide the highest quality leads to our expert Insurance Advisors.

As dedicated experts, the team has an extensive ethos to train and impart knowledge to ensure every employee is trained to the best of their ability.

We operate from the hours of 9am - 8pm Monday - Friday and allow 'half-day Fridays' to improve the work/life balance.

### Role

As a Sales Insurance Advisor you will be responsible for new business generation through the use of tele-marketing, i.e phoning customers that have enquired about Life Insurance Products. You will be responsible for guiding the customer through the process of obtaining the correct insurance cover for their needs, via our outbound calling system.

The goal of a Sales Insurance Advisor is to have intelligent & focused discussions with the target individual surrounding their insurance needs and challenges, and obtaining their business.

### Responsibilities

The main responsibility of the role is to close business through outbound calling.

- Make telephone contact with targeted individuals and organisations to explore the requirements for a particular product/service
- Manage your own day and prioritise your daily work plans.
- Answer questions about products or the company
- Ask questions to understand customer requirements and close sales

- Go the “extra mile” to hit targets and support other team members.
- Remain compliant in line with Company and industry Standards.
- Update the CRM tool with accurate and appropriate information.
- Use Workflows and notes to send the appropriate information to the back office team for processing,
- Communicate effectively with your line manager of all sales and information.
- Attend on-going in house training sessions to ensure your skills and knowledge are at their highest level.

	Essential	Desirable
Skills/ Abilities	<ul style="list-style-type: none"> <li>● Excellent verbal communication skills</li> <li>● Strong interpersonal skills</li> <li>● Professional phone manner</li> <li>● Passionate about working towards sales targets.</li> <li>● A natural passion for sales and a competitive streak.</li> <li>● Excellent customer service skills and builds rapport easily over the phone.</li> <li>● Ability to work under pressure.</li> <li>● Excellent verbal communication skills.</li> <li>● IT literate (able to use PC for internet, email, word processing and spreadsheets to intermediate level)</li> </ul>	<ul style="list-style-type: none"> <li>● Knowledge of CRM systems</li> <li>● Calendar Management through Gmail/ Similar.</li> </ul>
Experience	<ul style="list-style-type: none"> <li>● Previous experience of working in a call centre environment</li> </ul>	<ul style="list-style-type: none"> <li>● Knowledge of insurance products: Relevant Life Cover, Critical Illness, Income Protection</li> </ul>
Personal Attributes	<ul style="list-style-type: none"> <li>● Outgoing and personable</li> <li>● Ambitious and dedicated to achieving results</li> <li>● Motivated, driven and goal-focussed</li> <li>● Strong Organisational Skills</li> <li>● Able to work well under pressure</li> <li>● Attention to detail</li> <li>● Dedicated approach to tasks</li> <li>● Pro-active approach to work</li> <li>● Willingness to learn</li> <li>● Committed to achieving results</li> </ul>	