

Job Description Offer motor insurance solutions to Corporate, Fleet Holders & Rent A Car Companies to increase motor insurance sales.

Adopt a tactful, organized & methodical approach in managing long-term relationships with the new & existing clients to achieve agreed objectives of securing & developing motor insurance business & delivering superior services.

A thorough understanding of automotive insurance practice and processes and the ability to communicate them clearly and effectively.

Job Objective

- ♣ You should be a finance professional with exposure to Auto Loans & an insurance professional with Clients Insurance portfolio of Corporate Fleet of minimum AED 2 million
- ♣ You must be dedicated, enthusiastic, highly compliant and experienced in dealing with high profile clients
- ♣ Deliver exceptional sales performance by identifying and meeting customer needs through presenting the appropriate proposal & quotations.
- ♣.You must have excellent communication & negotiation skills in order to build relationship at all levels within the prospect companies.
- ♣ Set and implement personal sales & marketing strategy, including; making cold calls to clients through own networking & lead generating & by keeping abreast of market condition & competitor activities.
- ♣ You will have to build & lead team of sales experts in all negotiation & will have to assist the underwriting staff in maintaining & solutioning complex fleet proposal & quotations
- ♣ You'll have an excellent support model which will assist you in administration and lead generation, you will need to actively drive new client acquisition, and will need to be motivated to meet and exceed sales targets.
- ♣ This position also offers plenty of room for career progression, and the right candidate will soon rise to AVP, Sr. AVP, Sales Director level within this rapidly growing company.
- ♣ So if you're an independent and entrepreneurial sales professional who welcomes first class training and support to take their career to new levels you can be part of the rapidly growing new age branded broking organization.
- ♣ You'll be rewarded with not only excellent working environment and lifestyle to be enjoyed in.