

## Sales Team Leader



<b>Salary:</b>	£27,000 to £35,000 DOE + bonus (uncapped) + benefits
<b>Location:</b>	Ringwood, Hampshire
<b>Closing Date:</b>	15 <sup>th</sup> April 2024
<b>Working Patterns:</b>	Full time Mon-Fri

**This vacancy is a full-time permanent vacancy**

**Hybrid / remote working available after completion of the full training period.**

*As a professional business in a regulated environment, we take the safeguarding of our customers and colleagues seriously. Any job offer is conditional upon satisfying the requirements of pre-employment screening. This includes identity, eligibility to work in the UK, criminal record and adverse financial checks.*

### About Intelligent Insurance

Intelligent Insurance provides specialist non-standard home Insurance to customers who typically have very complex home insurance requirements and have difficulty obtaining competitive cover elsewhere. Now one of the largest brokers in the non-standard market, the company has gone from strength to strength with a strong online presence building an enviable reputation for our quality of service.

### The Role

We are looking for a switched-on result driven Sales Team Leader who would love to join a thriving home insurance operation based in Ringwood, Hampshire. Leading a newly formed small team of sales advisors you will be responsible for the delivery of the sales and income targets for activity that is generated from our direct sales channels. Customers contact us through our website to get home insurance cover, and you and your team will be responsible for following up these enquiries in an efficient manner and delivering the exceptional service levels that we are known for.

This is a great time to join the team as we are a growing business with exciting plans for the future.

## Key Responsibilities

- **Sales**  
To drive and deliver sales target for our direct channel. You should be a great communicator with a professional and persuasive approach, effective at objection handling and outbound calling.
- **Leading Sales and Coaching**  
Leading by example with sales ability, being hands on, to create a positive high-performance culture through coaching and management.
- **Ensuring compliance during all communications and processes**  
Understanding your responsibilities to ensure Intelligent Insurance continually complies with regulations and treats customers fairly.

## About you

- A minimum of 2 years insurance sales experience, home insurance an advantage
- Strong sales skills with the ability to convert an opportunity and provide a suitable product to the customer.
- Highly organised and multi skilled
- Goal driven
- Experience of coaching and/or managing sales people
- Clear verbal communication
- Great motivator

If you are excited about the prospect of joining a company that is genuinely growing quickly with **great opportunities**, have a **positive attitude** and can hold a **persuasive conversation** over the phone we want to hear from you.