

Job profile Commercial Account / Development Executive

Department: Commercial

Reports to: Scotland Manager

Role Summary: Are you ready to drive growth, build relationships, and make an impact in a fast-growing, supportive team? We're on the lookout for an energetic, client-focused Account/Development Executive to join our Scotland office! If you're a natural at sales, love connecting with people, and have a proactive spirit, we'd love to hear from you.

What You'll Do:

- **Build and Grow Client Relationships:** Become the trusted partner for an allocated portfolio of clients through regular visits and dedicated support.
- **Collaborate for Excellence:** Work closely with Account Handlers to ensure clients receive exceptional service, top-notch technical advice, and clear, precise documentation.
- **Spot Opportunities:** Identify cross-selling potential and address any coverage gaps to ensure our clients' needs are thoroughly covered.
- **Drive Growth:** Plan and execute strategies that fuel both personal and company growth in a collaborative and supportive environment.
- **Stay Ahead of the Curve:** Keep up with market trends, product developments, and your own ongoing training. You'll keep your skills sharp, your knowledge current, and your clients happy.
- **Regulatory Compliance:** Ensure all work is performed to the highest standards, adhering to FCA regulations.

What We're Looking For:

- **Education & Qualifications:** Essential qualifications include English and Maths at Standard Grades or equivalent. Cert CII/Dip CII qualifications are a bonus!
- **Industry Knowledge:** Familiarity with the insurance industry (knowledge of the transport sector is a plus, though we'll provide training if you're new to it).
- **Tech Skills:** Experience with the Acturis system is helpful, along with proficiency in MS Word, Excel, and Outlook.

Perks and Benefits

- **Salary:** Competitive salary
- **Working Location:** A mix of office and remote arrangements to support work-life balance.
- **Benefit:** Bupa cash plan & Death in Service benefit for peace of mind.
- **Perks:** Exclusive perks at work to enjoy discounts and rewards.

Why Join Us? This role is more than just a job; it's a chance to grow your career in a company that values innovation, collaboration, and continuous learning. You'll be joining a team that's not only enthusiastic about what we do but also about supporting each other's success.

Ready to take the next step? If you're excited to make a difference and grow with us, apply today!