



<http://suproinfo.com/%page%/business-development-manager/>

Business Development Manager

Description

The Business Development Management role is responsible for generating new business from the Broker sector and meeting production targets by introducing your company's product range to existing and new producers. The role will also involve training producers in the companies product range and an integral part of the role will be driving ongoing sales and identifying new opportunities for growth.

Responsibilities

- Establish and build new relationships with existing and potential producers that have pa prospective business that meets the companies underwriting criteria
- Maintain existing relationships in order to protect existing books of business
- Be prepared to travel throughout Victoria and interstate on occasion
- Develop an in depth understanding of your company's products
- Co-ordinate any marketing campaigns to prospects
- Conduct broker training and presentations
- Provide feedback to the underwriting department to ensure quality service and underwriting standand are maintained
- Assist brokers with product and business queries
- Assist in general department matters when required
- Demonstrate business planning skills to achieve visitation & sales targets

Qualifications

Education: – Minimum any Bachelor

Age Limit: – 26 – 45 Years

Stability with the Last Employer: – Minimum 6 month

Job Benefits

Travel Allowance

Contacts

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Employment Type

Full Time

Industry

Banking and Insurance/ BFSI

Base Salary

? 250000 - ? 500000

Date posted

August 24, 2018