

Insurance Agent

Who are we?

Complete Cover Group has for 40 years been a leading independent provider of non-standard Motor, Taxi, Van and Household insurance, with a yearly turnover in excess of £100 million. Our growth plans are ambitious, which has led to us recently re-locating our head office. To further support this growth, we are looking for experienced sales professionals to complement our existing new business department.

What is the role and what will you be doing?

This is a call centre sales position where you will be taking inbound calls from customers looking to buy insurance. Outbound calls will also need to be made on warm leads to customers who have recently requested to be contacted to discuss their insurance needs. Working as an Insurance Agent within the New Business department must be able to close sales to generate and maximise revenue while providing a positive sales experience to our potential customers. You will need to probe a customer's situation and needs and offer the most appropriate products. Objection handling will be key to this role and you will be required to meet and exceed realistic sales goals. The successful candidate must have a strong can do sales mentality and comfortable in a high pressured sales environment. Working to deadlines you will also be required to liaise with our internal underwriters and our insurer partners to provide the best quote to our customers.

What will you need?

- Call centre experience of outbound and inbound sales
- Proven track record in phone based selling
- Excellent communication skills, both written and oral
- Team player with the ability to flex requirements to meet the needs of the business
- Experience of working towards and achieving targets

It would be a benefit if you had...

- Experience in the Insurance Industry
- CII qualification

What we have...

- 40+ years' experience in non-standard insurance
- A fast growing ambitious business
- A range of benefits, linked to length of service, including private medical insurance & a employee profit scheme
- A comprehensive induction process equipping you with the skills and knowledge in order for you to fulfil the role.

What you'll get in return...

- Competitive remuneration package (including potential uncapped bonuses)
- Contribution towards professional study

- Excellent promotion and progression opportunities