

Are you looking for your next opportunity?

Sompo has a unique opportunity for a **Business Development Manager – UK Distribution** in our **Global Markets - Strategic Distribution team**.

The Business Development Manager will play a crucial role in driving sales and achieving volume and development of profitability targets across Sompo UK. This role requires the establishment and maintenance of commercially successful relationships with brokers, and other distributors. The Business Development Manager will be responsible for generating new business opportunities, providing sales support, and ensuring exceptional client satisfaction.

Location: This position will be based out of our London office with significant travel across the UK as required. We strive for collaboration which is why we offer a work environment where our employees thrive and develop long lasting careers.

Our business, your impact, our opportunity:

Key Responsibilities:

1. **Sales and Business Development:**
 - **Drive Sales Across the UK:** Lead the sales efforts across the UK and works with the Distribution and Underwriting teams, with a focus on maximizing growth in the SME segment. Achieve and exceed set volume and profitability targets.
 - **Establish Strategic Relationships:** Develop and maintain commercially successful relationships with key brokers, and other distributors. Establish and maintain strong relationships to generate new business opportunities. Ensure the continuous development of these relationships to enhance market presence.
 - **Market Presentations:** develop new agencies.
2. **Sales Support and Training:**
 - **Provide Sales Support:** Offer sales support, training, and other related services to group companies and brokers, ensuring they are equipped to effectively promote and sell Sompo UK's products.
 - **Point of Sale Assistance:** Assist group companies or other distributors at the point of sale, providing quotations, reports, and other necessary information to support business generation and client engagement.
3. **Operational Excellence:**
 - **Record Keeping and Reporting:** Maintain accurate and up-to-date records of all business activities and client interactions. Ensure all required head office reporting is completed in a timely and precise manner.
 - **Travel Requirements:** Regularly travel within the UK to strengthen relationships, support sales activities, and identify new business opportunities.

Key Requirements:

1. **Experience and Expertise:**
 - **Sales Experience:** At least 5 years of experience in an insurance sales environment, with a proven track record of consistently meeting or exceeding sales targets.
 - **Industry Relationships:** Strong, established business relationships with relevant brokers in the sales region, with the ability to leverage these connections to drive business growth.
 - **Operational Knowledge:** Solid working experience or understanding of back-office administration functions, ensuring a seamless process from sales through to delivery.
2. **Skills and Competencies:**
 - **Customer Focused:** A strong commitment to delivering exceptional customer service, with the ability to understand client needs and provide tailored solutions.

- **Communication and Presentation:** Excellent verbal and written communication skills, with the ability to deliver compelling presentations to both internal and external stakeholders.
 - **Team Collaboration:** Ability to work effectively within a team environment, fostering collaboration and supporting colleagues to achieve collective goals.
3. **Personal Attributes:**
- **Integrity and Honesty:** Demonstrate the highest levels of honesty and integrity in all interactions, building trust with clients, brokers, and colleagues.
 - **Pressure Management:** Ability to work under pressure, managing multiple priorities and meeting deadlines in a fast-paced environment.
 - **Motivation and Proactivity:** Highly motivated and proactive, with a results-driven and solution-oriented mindset. Always seeking opportunities for growth and improvement.
4. **Results Orientation:**
- **Target Achievement:** Demonstrate a strong focus on achieving results, with a commitment to meeting and exceeding business objectives.
 - **Problem-Solving:** Ability to think critically and develop innovative solutions to challenges, ensuring that sales targets are met in a sustainable and profitable manner.

Our Benefits

We continuously evaluate and update our benefit programs to ensure that our plans meet the needs of our employees and their dependents. Below are a few highlights of our inclusive benefit programs:

- Expansive Health & Wellness Benefits
- Generous Retirement & Savings Plans
- Global Parental Leave & Adoption Assistance

In today's world, what do we stand for?

We strive to create exceptional value for our clients and shareholders while maintaining Somo as an attractive place to work. We foster an environment of ongoing, open dialogue between managers and their direct reports, and believe in an organizational environment where everyone belongs. We proudly are a multi-racial, multi-cultural, global enterprise. We reject all forms of racism, bigotry, prejudice and injustice and continue to invest in building out an inclusive and diverse work environment.

About Us

Expert Partners.

Clarity in complexity.

Unwavering commitment.

We're Somo, a global provider of property, casualty, and specialty insurance and reinsurance. Building on Somo Holdings' 130 years of innovation, we're committed to applying all of our experience to simplify yours.



Our dedication to you shows up in the care we put in every detail, working to create a frictionless risk management journey for everyone we serve.

We lead with your priorities, meticulously crafting solutions, sharing insights, and understanding your needs.

Around the world, our 9,000+ employees use their expertise to learn, improve and find clear answers for your complex challenges.

Because when you choose Sompo, you choose the ease of expertise.

To learn more about visit our website at www.sompo-intl.com