

Account Executive

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Company: Lloyd & Whyte

Location: United Kingdom

Category: other-general

Based around South West England/South Wales to support our Community Broking Division.

Responsibilities

Achieve individual and team targets as set and agreed

Identification of new prospects, decision makers and renewal dates, using our prospect database and own research being proactive to outbound call and run individual regional campaigns.

Handling and potential reorganisation, of new leads and client meetings.

Maintain a comprehensive diary system and activity log to manage day to day income generation.

Provide professional support and advice to customers through review ensuring high levels of service making sure clients' needs are met and expectations are exceeded maximising cross sell opportunities.

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Qualifications

Chartered Insurance Institute Certificate in Insurance

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