

Field Based Business Development Manager - Pensions

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Company: Royal London

Location: United Kingdom

Category: computer-and-mathematical

Job Title: Field Based Business Development Manager - Pensions

Contract Type: Permanent

Location: Remote – covering North West (Cheshire & Lancashire)

Working style: Remote with travel (Company Car or Allowance provided)

Closing date: 9th May 2024

This is a fantastic opportunity for Business Development Manager to join Royal London in a key role delivering agreed new business targets from a strong panel of Intermediaries, with a particular focus on broadening and deepening our reach across the UK financial adviser channel ensuring Royal London is recognised as having market leading propositions.

The successful candidate will be joining an experienced team who protect and develop Royal London's mutually valued relationships in the UK financial advice market.

With a strong customer focus, we will extend our reach into all channels and platforms through which consumers access long term savings and pension products, contributing to Distribution team targets.

About the role

Deliver personal sales targets from a panel of Intermediaries and develop new Intermediary relationships, growing your panel through building strong relationships

By developing strong consultative led business relationships, you will champion Royal London's propositions, representing Distribution in front of external customers

You will work with colleagues across the business to maximise opportunities for profitable new

business production, providing meaningful insight to help develop our proposition and ensuring it meets the evolving needs of customers and financial advisers

Deliver sales presentations to Intermediaries promoting new and existing sales opportunities, using these sessions to broaden and deepen our reach to customers

You will become a trusted partner to your panel by adding value, improving outcomes, and ensuring a smooth, efficient, and professional sales process guided by consumer duty principles.

Identify, measure, assign appropriate ownership, manage, and monitor all risks and controls in line with the RCSA methodology.

Support and follow-up central sales campaigns and National Partnership events, aligning colleagues and resources to maximise profitable new business production

About you

A strong understanding of the competitive landscape to ensure that Royal London remains a 'partner-of-choice' and proactively identify ways to create new relationships

Experience within a Business Development role with a demonstrable and successful track record in Financial Services is essential

Ability to deliver sales through a consultative approach using strong verbal and written communication

The knowledge to discuss and debate industry issues, technical and legislative updates, with the ability to present these in a competent and influential manner

Level 4 qualified equivalent within the required timeframe or a desire to meet them

A proven track record in establishing rapport and building strong relationships in a face-to-face or video conferencing environment

About Royal London

We're the UK's largest mutual life, pensions, and investment company, offering protection, long-term savings and asset management products and services.

Our to our colleagues is that we will all work somewhere inclusive, responsible, enjoyable

and fulfilling. This is underpinned by our Spirit of Royal London values; Empowered, Trustworthy, Collaborate, Achieve.

We've always been proud to reward employees by offering great workplace benefits such as 28 days annual leave in addition to bank holidays, an up to 14% employer matching pension scheme and private medical insurance. You can see all our benefits here -

Inclusion, diversity and belonging

We're an employer. We celebrate and value different backgrounds and cultures across Royal London. Our diverse people and perspectives give us a range of skills which are recognised and respected – whatever their background.

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