

JOB DESCRIPTION: **SENIOR BUSINESS DEVELOPER - INSURANCE**

We are looking for a forward-thinking Senior Business Developer, with three years' experience in the insurance industry (especially experience selling insurance solutions to affinity partners) to build and execute high impact business growth strategies.

Our SaaS enables businesses to digitally distribute insurance products, improve efficiency & reduce administration costs. We are a tight-knit team all working together to digitally transform the way businesses do insurance. Be a part of democratising insurance and building the most used insurance platform as a service!

In this role you will identify and generate new partnerships from start to execution, including contract negotiation, proposal evaluation and driving negotiations with potential partners. You will conduct quarterly reviews with senior leadership, presenting and promoting partnerships to ensure that resourcing is allocated to their success.

The role is remote, with in-person meetings required at times.

ABOUT THE COMPANY:

Click2Sure has developed a full-stack digital insurance platform. We're changing the way that insurance is distributed & administered both in South Africa & internationally. Our highly innovative technology platform integrates into the point of sale systems of retailers, & into a range of other businesses so that customers can be offered insurance at the point of need.

Our model promotes access to financial services for many customers, while introducing new revenue streams for our partners. All the while, users are offered a superior and highly convenient customer experience. In each case, we can either develop a unique set of insurance products to be sold, or we can plug into a third party's product if more appropriate. The platform also has a range of administrative functions and automated claims & other processes.

REQUIREMENTS

- Three years' experience in sales and business development for the insurance industry
- Experience in selling insurance solutions to affinity partners
- Third party distribution channel management experience
- Bachelor's Degree - preferred
- Strong ability to close
- Detailed knowledge of B2B discipline; solid B2B marketing experience

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ROLE RESPONSIBILITIES

- New Business & Partner acquisition (prospecting, qualifying & contract negotiation)
Identify target clients and segments for Click2Sure's platform
- Partner on-boarding (Sales & product Training – Lead/Opportunity Management)
- Partner success (visit partners/customers/prospects as necessary; attend local events & exhibitions)
- Thru-success (achieve or surpass revenue targets set)
- Partner management (pipeline and accurate reporting each week)
- Negotiate business terms and dissect contracts with strategic technology partners and coordinate with administration, marketing and legal stakeholders leading to the completion of a formal agreement.
- Coordinate and drive new business revenue from financial Institutions and new affinity markets
- Bring a clearly differentiated value proposition to market
- Identify and build product offering that adequately meets needs of our clients and their Customers

SOME KEY TRAITS WE'RE LOOKING FOR:

- Ability to get up to speed quickly, "see around corners", make tough decisions and influence broadly across the organisation
- Thorough understanding of the insurance space, including products
- Adept at building solutions that drive growth
- A combination of deep industry knowledge, strategic thinking and customer-focus, with business knowledge to improve performance
- Fluid and comfortable operating in a working culture of total transparency and zero politics

The ideal candidate will be a motivated, organised, & creative individual who welcomes the challenge of acquiring and developing new business through sales efforts. You will build key customer relationships, identify business opportunities and close business deals, while maintaining an extensive knowledge of current market conditions

Please send CV and covering letter to yolandie@click2sure.co.za.