



Shepherds Friendly is a modern mutual society, offering a variety of adult and children's financial products and services such as ISAs, savings plans, life insurance and income protection. Located in south Manchester in the heart of Cheadle village, the Society has been providing financial security to members for almost 200 years.

Guided by our values of working together, doing the right thing, and making a difference, we are committed to delivering a service which helps our members plan their finances and secure their family's future. In a world of financial complexity, we believe in the power of simplicity.

We are currently recruiting for a Business Development Manager within the Business Development department to join our team of talented individuals. In this role you will be responsible for:

- Managing the distribution of the Society's products and services through Authorised Intermediaries, mutuals, consumers, corporates, affiliates, and any other identified sources
- Ensuring achievement of all of the Society's corporate KPIs and targets for new business development, mix of business and existing business retention, as determined by the Board.
- Ensuring that the intermediaries who sell the societies plans are working within the limits that we set for persistency, conversion, and volume.
- Ensuring the implementation of the Chief Sales Officers strategy for consolidating and diversifying market penetration in the business to business world
- Utilising webcasts, podcasts, webinars, and any other digital broadcast means to effectively communicate to groups of intermediaries.
- Keeping up to date and thorough knowledge of financial technology and the schemes used to deliver our products and services to the end user.
- Attending all meetings, conferences and road shows, as required, to promote the Society, its products and services to potential customers - Authorised Intermediaries, mutuals, consumers, corporates, affiliates and any other identified sources.
- Ensuring the Shepherds brand is promoted, in conjunction with Marketing, such that it is seen as a prominent and credible option for Authorised Intermediaries and for other potential customers - mutuals, consumers, corporates, affiliates and any other identified sources.
- Ensuring the operational delivery requirements for those who deal with the Society are appropriately identified and managed.
- Providing feedback to management any product or process change requests from the Society's customers and intermediary partners, for review and consideration.
- Retaining a knowledge of and to contribute fully to all Compliance and other regulatory requirements relevant to the distribution of the Society's products and services.
- Identifying any material risks that occur in the sales function. These should be entered onto the Risk Database and appropriately monitored and reviewed.

We are looking for someone who has:

- Excellent inter-personal and relationship building/management skills, particularly when in face-to-face selling scenarios.
- A successful track record of consistently achieving business development targets, KPIs and objectives.
- At least two years' experience of meeting intermediaries in the field, of varying sizes, who utilize a variety of methods to distribute the societies plans.

- Robust experience and personal resilience when dealing with adverse customer responses.
- A sound understanding and in depth working knowledge of Financial Services products and markets, including friendly society products and services.
- Ability to travel, including overnight, to suit the needs of the business.
- The ability to interact appropriately with all colleagues and professional contacts whilst contributing as a team player towards the greater success of the Group.
- Strong organisational and time management skills
- FPC, CeMap qualifications or relevant work experience

Most importantly, we offer:

- Salary: £35k + £3,600 car allow plus company bonus.
- 25 days annual leave plus bank holidays
- An extra day off for your birthday
- Pension Scheme – 8% employer contributions
- Access to wellbeing support services through Nuffield Health including access to 24/7 online GP, discounted gym membership and mental health support, plus an employee assistance programme, free eye tests and flu vaccinations.
- Company benefits including life insurance, healthcare cash plan, four paid well-being days, and various social and charitable events throughout the year including a volunteering day at a charity of your choice.
- Optional benefits including cycle to work scheme, holiday trading, season ticket loan, retail discounts, etc.

If you think this role would be a great fit for you, please submit your CV and cover letter now to [careers@shepherdsfriendly.co.uk](mailto:careers@shepherdsfriendly.co.uk). For further information, please contact 0800526249.

### **Diversity and Inclusion**

The Society strives to build and nurture an inclusive culture that encourages, supports and celebrates the diverse voices of our people to connect with our members and the communities we serve. We offer a range of family friendly, inclusive employment policies and practices, flexible working arrangements, employee engagement initiatives and office facilities and services to support people from different backgrounds.