



Business Development Manager

The Surely Group is an innovative InsurTech scale-up, providing a novel online platform for insurers and brokers to transact online with their customers. Founded by experienced serial entrepreneurs in 2013, the company is based in Silicon Roundabout in the heart of London's Shoreditch startup community, serves a blue-chip European client base, and offers a dynamic work environment. The company is growing and is now seeking a talented **Business Development Manager** to support its expansion.

The Role

Reporting to the CEO, responsibilities will entail the full sales lifecycle, including:

- Lead generation / prospecting for new clients
- Pre-sales engagement / demos and presentations
- Follow up new business opportunities
- Writing proposals / responses to RFPs
- New business acquisition
- Account management

The Candidate

The ideal candidate will have at least 5 years' experience of Business Development in the insurance sector, ideally in the enterprise software space. A flexible, proactive and self-starter attitude, combined with strong personal and organisational skills, are essential.

The following attributes are required:

- Good communication skills
- Strong team player with good interpersonal skills
- Good knowledge of the insurance industry
- Good IT skills
- Initiative and positive attitude

The following would also be advantageous / desirable:

- European languages
- Valid driving licence
- Undergraduate degree

You need the right to work in the UK and must have excellent English (spoken and written).

Compensation and Benefits

Competitive compensation package, commensurate with experience.

How to apply

Please send CV & covering letter to jobs@surelygroup.com.