



P&C Business Development Executive

Job description -

Our client is Seeking Sales & Business Development Executive for their Enterprise Business Division, who will work to identify, develop, progress, and close opportunities in the assigned territory comprising Large, Mid and Small Carriers.

Job Profile:

- Develops knowledge of the market segments for business development opportunities in Property & Casualty Industry.
- Work with partners/influencers for market development, coordinate with marketing departments for campaigns, conference participation, web meetings etc. for generating leads to ensure market coverage.
- Prospects for new business through telephone calls, networking events, trade shows, and personal contacts.
- Engages customers by demonstrating the service offerings, develops and nurtures leads to close sales.
- Works with internal practice leaders to craft a solution that fits the customer needs and opportunities.
- Learns the customer's business and critical strategic imperatives and becomes a trusted advisor to key customer decision makers.
- Should be able to call on both business and IT leadership (CXO level) of entities in the Property & Casualty Insurance industry positioning our Service Offerings, value proposition across P&C Insurance value chain, differentiators, and to map solutions to solve business problems for Large, Medium, and Small carriers.
- Periodically engage existing customers for retention and cross-sell / upsell opportunities.
- Meets and exceeds sales and business development goals.

Role Requirements:

- Bachelor's degree in computer science, engineering, or a related field.
- At least 5 years of experience in software sales in Property & Casualty Insurance industry with demonstrated experience with fast paced sales cycles.
- Ability to work independently to plan, set priorities, and organize work.
- Excellent oral and written communication skills.
- Demonstrated analytical skills.

If you are interested or know of someone who is send your resume to Laura@footinthedoorrecruiting.com