**Head of New Business Development and Sales US (P&C)**

Reporting to the insurance leader, the Vice President oversees a sales team in the US responsible for generating new business opportunities within P&C Insurance clients – carriers and brokers. This individual is responsible for understanding the common industry problems and business challenges clients aim to address and position the full range of client's P&C Insurance capabilities across the domain, data, analytics, solutions, and digital, mapped to the clients’ strategic objectives, to expand revenue within the assigned portfolio carrier and broker accounts. A consultative approach is necessary in which the Head of Sales can understand the key drivers of each client stakeholder, and develop an efficient strategy for presenting the value proposition that ultimately expands upon the overall value delivered and further strengthens the partnership. The position is a sales leader role and requires a deep understanding of the insurance market, industry challenges, and emerging data and tech solutions.

**Responsibilities**

•Manage a team of sales representatives and work with operations/service delivery to ensure client satisfaction by fostering and building deep partnerships with clients that result in the growth of existing products and services and cross-selling of additional offerings

•Build and nurture a strong network and connect with CxO’s in the insurance industry.

•Orchestrate an external partnership network to deliver best-in-class solutions to client problems

•Overview of managing a team of new logo hunting.

**Day-to-day tasks:**

-Invests time in developing a deep understanding of the client’s strategy and critical business challenges and maps this to a detailed account plan to expand new business.

-Provide coaching and mentorship to the enterprise sales team.

-Meets or exceeds assigned revenue targets; achieves budgeted revenue and gross margin goals for the business

-Employs a highly disciplined approach to managing end-to-end sales processes and pipelines within Salesforce CRM

-Primary liaison with the key business sponsors at clients, develop and maintain key relationships, discern key strategic goals and plans of clients, and be the voice of the customer within the company.

-Set up and run, together with operations, regular Monthly and Quarterly Business Reviews with the sales team.

-Understand client pain points, needs, goals and strategic vision

-Internally: identify, partner with, and cultivate relationships with stakeholders across functions and levels, including product team, General Managers, solutions, and front-office leadership team, to form a strong, mutually supportive, efficient, and effective business team. Bring customer needs to GMs and the Product team, to encourage the development of offerings that are relevant to and needed by the market.

-Develop and execute on account plans to ensure growth in new accounts to meet goals for revenue and gross margin.

**Performance And Success Metrics**

•Ability to define a value proposition to the client in a way that enables the client to visualize working with my client to improve business performance, solve a problem or satisfy a critical business

•Experience in consulting at the executive level, including conducting client needs assessments and linking supplier capabilities to business needs

•Establish pipeline of key sales opportunities within defined portfolio

•Incremental, multi-year profitable revenue growth within defined markets

**Qualifications**

•At least 10 years of experience in sales management within the insurance industry, with a history of execution and overachieving sales targets

•Proven experience executing large, complex deals through the sales cycle with a variety of stakeholders, including large complex carriers or broker organizations.

•Deep understanding of P&C, Analytics and Digital Operations. BPS/BPO experience is important.

•Strong understanding of underwriting and claim principles and cost drivers, and fluent with the changing landscape of insurance process delivery

•Bachelor’s degree from an accredited institution, graduate degree preferred

•No relocation required; Ability to travel

•Role is base compensation plus annual bonus; additional details will be shared with the candidate as part of the interview process

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