**Property & Casualty Sales Leader /Hunter**

**We are looking for a VP of sales insurance (P&C) for our client that is a global public company. Headquartered in the US, with 30% YTY growth within their analytics practice. This role is responsible for cultivating the company’s presence in the market and growing business development opportunities with new clients with whom the company has not had previous significant contact.**

Seasoned Sales Hunter responsible for selling P&C Solutions to US Insurance Companies and OR Brokers. This role will be of an individual contributor and will be supported by the Sales Enablement Team. This role will report to the Head of Sales. The primary job function will be to generate and close deals for P&C Insurance Market with the top US insurance firms focusing on P&C carriers/ Brokers.

**Responsibilities:**

·Build pipeline opportunities large ( 10+ Mn), multi-year deals leveraging Operations, Platform, digital capabilities with a focus on CX transformation

·Build, grow and sustain effective CXO, EVP, SVP relationships within the top 100 US Insurance firms

·Ensure successful positioning, negotiating, and closing multi-million, multi-year agreements as well as bid, partner, and contract management

**Qualifications**

·Prior experience of selling Insurance Software/ services to P&C Companies. Ability to think of end-to-end solutions to solve client requirements.

·Problem solver with passion to find a solution creatively

·Background must include managing complex pursuits in P&C space, Able to readily demonstrate executive level connects in the target accounts

·Experience in building new key relationships across client organizations from CIO, COO to process owners by understanding the political complexities, delivering customized value propositions, and creating credibility

·Good understanding of P&C functional domain in the US. Candidates with Existing CXO level relationships in the life industry will be preferred.