

Regional Representative – Birmingham & Midlands Package up to £23K plus car

Working as part of the Business Development Team, this new role will involve working with local communities and community leaders to raise concept awareness of Takaful and brand awareness of Salaam Insurance. Your role will require you to visit places already on an existing list, but also identify new opportunities where brand awareness can be improved.

The position comes with a good basic salary, car and a bonus is also paid which is calculated on measured sales achieved through raising awareness of concept and brand. You will not be selling insurance or any other financial products although this may change at some point in the future.

There may be occasions where you are required to attend an event outside of the Birmingham & Midlands geographic location. All travel costs and where appropriate, accommodation, will be fully reimbursed.

The main duties will include:

- Use existing network of contacts to promote Takaful and Salaam insurance.
- Research and identify new opportunities to promote Takaful and Salaam insurance
- Use existing presentations and amend accordingly in preparation of future visits.
- Make appointments to visit communities to discuss appropriate opportunity to present Takaful/Salaam presentations.
- Attend launches on behalf of Salaam Insurance
- Establish strong professional relationships with team members
- Establish new relationships with the key decision makers, as well as having multi-level contacts within communities, resulting in maintaining and increasing brand awareness
- Deepen existing relationships with the key decision makers, as well as having multi-level contacts within communities, resulting in maintaining and increasing brand awareness
- Participate in exhibitions, seminars, conferences, corporate hospitality and other networking opportunities as and when required.
- Handle incoming calls and channel them to the appropriate level.

- Represent the brand with total integrity at all times as you will be become synonymous with the Salaam brand.
- Conduct yourself in a manner befitting an employee of a Financial Services company
- Ensure agreed activity reports are communicated to all parties on a timely basis

The successful applicant must possess the following skills and experience:

- Strong B2B and B2C relationship management and/or sales experience
- GI regulation knowledge and understanding is required (this is not a GI regulated role but could have a serious impact on regulatory issues)
- Good understanding of Shariah principles although full training will be provided
- Aware and sensitive to Islamic cultural requirements
- Excellent relationship management skills
- Excellent presentation skills
- Excellent telephone manner
- Display drive, enthusiasm and commitment.
- Tenacity.
- Focused with a real hunger to succeed.
- Extremely well organised, paying particular attention to detail.
- Positive approach to responsibilities.
- Work on own initiative.
- Sales experience desirable but not essential.
- Ability to converse in Arabic, Urdu, Gujarati or Bangla is desirable.