

POSITION DESCRIPTION

CANEGROWERS is a professional and cohesive voice for sugarcane farmers. It has been representing their interests for more than 90 years in negotiations with governments, mills, export markets and other forums. CANEGROWERS protects grower viability, profitability, and the Australian cane industry's international reputation.

CANEGROWERS membership represents 70% of cane production in Queensland. Based in Queensland, the state that produces around 95% of Australia's raw sugar output, CANEGROWERS Queensland comprises the State office in Brisbane and a network of 13 district companies located within cane growing regions from Rocky Point in the South, to Mossman in the North.

JOB TITLE

Business Development Manager Insurance

Purpose of the position

CANEGROWERS has an established Insurance business, a Queensland based rural insurance provider, with a team of qualified insurance professionals located across all cane growing regions. CANEGROWERS Insurance is committed to providing the best cover possible to our farming families and the regional communities they support.

As a Corporate Authorised Representative of Community Broker Network (CBN), we have a close and collaborative relationship with CBN who provide the tools, resources and networks to support our brokers and to keep business moving forward.

Due to growth of our insurance business unit, we are looking for a dynamic experienced Business Development Manager to join the team to advocate on behalf of our brokers to ensure we have superior products available to service our book of business and industry, to drive profitable business growth and nurture relationships within our authorised representative network.

Duties and responsibilities

- Identify and pursue new business opportunities through strategic planning.
- Develop, implement and review a business plan for the insurance business unit.
- Foster strong relationships with existing and potential business partners.
- Support and where required escalate issues relating to placement, claims, policy wording. This may require collaboration and advocate for new insurance products and/or solutions to better service our clients.
- Support our broker network in periods of need (peak overflow) or extended leave
- Conduct market research to spot emerging trends in the insurance sector.
- Collaborate with internal teams to align on client needs and service delivery. This may include proactively identifying opportunities to ensure service standards are exceeded.
- Attend networking events and meetings to build professional connections.
- Provide feedback to management for product development and business unit performance strategies.
- Generate new and profitable business relationships utilising your existing network and the networks available being part of CBN.

Skills and abilities

- Business development and relationship management experience gained within the insurance underwriter or broker markets;
- A person who naturally enjoys networking and generating sales, with a strong background in general insurance.
- Prior success in developing long-lasting broker relationships.
- A desire to work collaboratively with the broker network to guide strategy, development and achievable outcomes.
- Knowledge of or experience working within the agricultural industry is an advantage.

Qualifications

- General insurance background is essential with a minimum of four years Tier 1 qualifications is required.
- Minimum 3-5 years of experience in business development or sales within the insurance industry.
- Strong understanding of insurance products and market trends.
- Excellent communication and interpersonal skills, with the ability to engage effectively with clients and partners.
- Proven track record of meeting or exceeding sales targets.
- Self-motivated, proactive, and possess the qualities of a successful salesperson.

Reporting relationship

The position reports to the CANEGROWERS Chief Financial Officer.

Remuneration

CANEGROWERS offers a flexible working environment and salary packaging arrangements will be negotiated with the successful candidate based on the experience and qualifications they bring to the position.