

**Job Title:** Partnership Manager

**Role:** Permanent

**Reports to:** Group Managing Director

**Location:** London

We have a fantastic opportunity for an experienced, credible and highly motivated Partnership Manager to lead the Sales function in our fast-growing insurance brokerage, Absolute Cover.

We specialise in high-quality liability insurance for FCA regulated firms. As part of the Thistle Group, we have a unique insight into how financial services firms operate. Allowing us to provide access to the insurance products perfectly suited to our clients' businesses.

**Key responsibilities:**

- Run a smooth sales process, from initial outreach via phone, email or LinkedIn, to the qualification of these opportunities
- Build a strong pipeline of relevant opportunities to deliver against sales targets and ensure KPIs are met
- Ensure excellent customer service by building relationships with introducers and providers
- Establishing new partnership opportunities across a broad range of service providers
- Ability to build relationships and communicate with target firms across a broad range of industries
- Working closely with the Marketing team to run successful lead generation and sales campaigns where applicable
- Ability to work well under pressure and meet targets
- Sound understanding of targeting and opportunity management with the ability to implement both strategic and tactical initiatives
- Build and develop knowledge of insurance, financial services and compliance
- Manage the contractual relationship between Absolute Cover and prospective introducing parties
- Build the Absolute Cover brand profile

This role is not limited to the above duties, due to the nature of the market you will need to be adaptable and open to change in this position

**Competencies:**

- Good communication skills
- Strategic thinker
- Confident negotiation skills
- Reliability and honesty
- Excellent time management
- Decision-making
- Analytical and organisational skills
- Accuracy and attention to detail
- Interpersonal skills

## Experience/Qualifications

- Proven track record in successfully managing and growing highly profitable partnerships
- Financial Services / Insurance industry experience preferable
- Excellent project management with strong relationship skills, ideally with experience in a professional services / Partnership environment

## We offer

- Competitive salary and the ability to grow your career within a fast-growing start-up, supported by the Thistle Group, a provider of compliance advice and services for the Financial Services Industry, helping clients to understand and fulfil their regulatory obligations so they can take their businesses forward with confidence
- 25 – 30 days holiday entitlement depending on continuous service
- Company pension scheme
- Private health insurance
- Gym membership contribution
- Great City of London location and working environment
- Working with dynamic teams with regular social events