

## Job description

### About the job

#### Business Development Manager (BDM)

#### Who we are (LICI UK)

LICI UK, based in London, is a branch of Life Insurance Corporation of India established in 1956 and has been operating in the UK since 1961. We offer life insurance financial products; focusing area of Savings, investments & protection to all UK residents.

#### What You Will Be Doing (The Role)

We are expanding our sales team, and looking for dynamic sales professionals to join our growing team for the following full-time position as a BDM. We are recruiting a Business Development Manager to join the LICI UK Sales Team. Interested candidates from the following locations will be preferred: London, Birmingham, Coventry, Leicester, Manchester, Leeds, Glasgow, Edinburgh (within UK). **British Citizenship and Nationality is mandatory (must possess British Passport).**

You should possess the demonstrable experience of working within financial services sales environment (but not essential). You must be self-starter with go getter attitude & able to create your own market to promote LICI UK products to be successful in this role. You will be selling our products on non-advice basis. As a BDM, you will be responsible to generate your own leads to identify prospective clients and complete the sale process under non-advice basis. Also, as a Business Development Manager (BDM,) you will be responsible for recruiting, training and managing Introducers through which you will be able to generate leads introduced by them to complete the sales process. Experience of selling financial service products is desirable (but not essential). People already experienced in working in the target market will be preferred. LICI UK will distribute its products on non-advised basis only, as defined by the UK regulators FCA & PRA.

#### What You Will Get from (The Role)

Core Benefits that You Will Receive as Standard Are:

Salary Up to £30,000 p.a

20 days holiday per year plus bank holidays.

A non-contributory Pension of 5% of basic salary each month.

Death in service benefit 2 X Annual Salary

We support hybrid working which means you will be able to work from home & Watford office based on the necessary requirement.

#### Tenure

Please note that the initial appointment would be for one year including 6 months' probationary period but likely to be made permanent if performance is found satisfactory.

## **The Skills and Experience You Will Have**

### **Essential**

British Citizenship and Nationality is mandatory (must possess British Passport).

Minimum Level 6 equivalent Degree Qualified (from reputable University)/Graduate

Experience of working within the target driven sales environment minimum 1 year.

Good communication & analytical skills.

Ability to work independently and effectively manage and prioritise your own work load.

Fluency in speaking Indian languages (Hindi, Gujarati, Punjabi, Urdu etc.) preferred.

Excellent interpersonal skills.

A "can-do" attitude and the ability to work under pressure and meet challenging deadlines.

Good knowledge and IT skills to ensure records and data management standards are met.

### **The LICI UK's Values & Diversity**

Our ambition is to cultivate a culture of inclusion for all employees that respects their individual strengths, views, and experiences. We believe that our differences and similarities enable us to be a better organisation – one that makes better decisions, drives innovation, and delivers better work environment.

### **Useful information**

#### **Got a question?**

If you are interested in learning more about the role, please contact: Manager (Admin/Operations) at [manager@liciuk.com](mailto:manager@liciuk.com)

### **What to Expect from Our Interview Process**

The assessment process consists of an initial screening call with one of our Recruitment team. If successful, you will be invited to attend a technical & competency-based interview. DBS checks will be carried out for successful candidates.