



Job Title: Regional Business Partner

<p>Purpose of the Role</p> <p>To foster growth and success of the network, and develop the capability and compliance of network members</p>	<p>Responsibilities</p> <ul style="list-style-type: none"> • Develop recruitment pipeline of potential Authorised Brokers for the region; • Develop, implement and review a service Plan/business plan for each existing Broker in the region; • Support the on-boarding and induction of new brokers; • Provide coaching and upskilling to region members to deliver best practice broking; 	<p>Key Deliverables</p> <ul style="list-style-type: none"> • Annual network development plan • Business sales and revenue objectives • AR Service plans • Network engagement • Strong brand and reputation
<p>Relationships</p> <ul style="list-style-type: none"> • Reports to General Manager Distribution • Works collaboratively with Compliance, Market Solutions, Technology and Accounting and other areas of the business as needed • Supports and builds relationships with Network Members; • Builds commercial partnerships with insurer and other industry partner 	<ul style="list-style-type: none"> • Support and where required, escalate issues relating to placement/claims; • Support the internal resolution of AB service issues and concerns; • Address performance and compliance issues within the network; • Facilitate network development and engagement events; • Develop strong commercial partnerships within the industry, building a strong and valuable brand for CBN. • Role model the values of CBN inside and outside the business. 	<p>KPI's</p> <ul style="list-style-type: none"> • Network growth target. • Revenue growth to plan. • AR Service initiatives to plan. • AR NPS. • AR compliance results.



Success Profile

Competencies

- Strong knowledge of general insurance broking industry.
- Proven sales ability including outstanding negotiation skills, persuasive ability and excellent communication skills.
- Expert product and industry knowledge coupled with the ability to deal with members at all levels and translate their needs into a complete solution.
- Management of complex stakeholder relationships
- Management, leadership, mentoring, business, accounting and reporting skills.
- Awareness of environmental, financial, regulatory & social factors affecting company & client's operations and business knowledge
- Commercial acumen

Experience

- Minimum 5 years' experience in broking practice.
- New business recruitment experience
- Management of complex stakeholder relationships
- Tier 1 Insurance Broking Qualification

Traits

- Agile Learner
- Self-motivated
- Driven
- Collaborative approach to problem solving
- Observant/detail oriented
- Creative solution finder
- Ability to work under pressure.

Drivers

- Achievement oriented
- Values helping others
- Customer service mindset