



## NFU Mutual Agent Opportunity in Elgin

### SENIOR PARTNER - FARMING AND COMMERCIAL INSURANCE BUSINESS

#### A growth opportunity for commercial leaders

- Run your own fully operational insurance business with renewal rates of 95%
- Six-figure income potential with further earnings growth and no capital investment required
- Strategic leadership opportunity with a focus on growing a commercial client portfolio
- Create bespoke insurance solutions with the support of NFU Mutual.

At NFU Mutual, we've built our reputation on, and succeeded in, the agricultural sector. From this respected platform we're now leveraging our heritage and expertise to protect a wider portfolio of non-farming commercial clients, from large £multi-million Corporates through to SME's and sole traders.

As Senior Partner in the Inverness and Elgin NFU Mutual Agency, you'll be the strategic figurehead needed to steer this business to new heights. You'll be key to expanding the agency beyond its core farming portfolio to secure a future as a leading farming and commercial insurance provider across the region. For more complex or unusual requirements, you'll have the support of the NFU Mutual Wholesale Broking and Outplacement team, who'll go out to the wider insurance markets to create bespoke insurance solutions for new and existing clients.

This is a self-employed opportunity that comes with a loyal client base with renewal rates of over 95%; prospects of significant and sustained new business growth; plus, the support and backing of one of the UK's most trusted insurers.



## Your experience as a strategic leader

This is a 360-degree leadership opportunity, one that requires strategic sales leadership, not necessarily from the Insurance or Financial Services industry, although that would be highly beneficial. You'll also need:

- Experience of developing and delivering an ambitious commercial growth strategy
- Experience of building, leading and inspiring teams, to drive towards a common goal
- Commercial flair with local/regional business awareness across industry
- A customer ethos that places new and existing clients at the heart of the business.

In addition to your business leadership skills, a personal interest in rural affairs or the local farming community will help your credibility further, given the core nature of the agency's business. It will also help with your additional role as Group Secretary for the National Farming Union, Scotland.

## Group Secretary, NFU Scotland (NFUS)

One of the other aspects of this opportunity is being appointed NFUS Group Secretary. With support from the two existing Group Secretary partners in the Inverness and Elgin agency, you'll be the collective voice of the Union, bringing the agriculture community together and sharing best-practice and policy updates. With full backing from the NFUS, you'll have access to expert advice and specialist support on everything from policy and increasing membership numbers to marketing and media. In this role you're supporting the needs of the farming community and opening doors to future business opportunities for your agency.



## Rewards and support

As a self-employed Senior Partner and Agent of NFU Mutual, your earnings are based on the performance of the agency. However, this is a self-employed opportunity with a difference. Unlike most business ventures which demand start-up funding or venture buy-ins, our model requires zero upfront capital investment.

In addition, as Senior Partner of the Inverness and Elgin NFU Mutual agency you'll benefit from:

- A sizeable and ready-made renewal book, with projected earnings in your first year potentially reaching six-figures.
- Future earnings growth potential thanks to the agency's high growth prospects in commercial insurance. Your drive, ambition and vision are the only limits to your future earning potential.
- Our commitment to set you up for success and help you along the way too. Whilst it's your business to run, you'll have access to a host of NFU Mutual support services including sales, marketing, financial planning and so much more.

## Apply now

This is a 'best of both worlds' opportunity, balancing the flexibility of self-employment with the backing of an already successful team and NFU Mutual, a hugely respected insurance business.

If you're interested in this opportunity, please submit your application as early as possible as we may close this vacancy early if we receive sufficient applications.

**APPLY NOW**