



## NFU Mutual Agent Opportunity in Thurso

### **PARTNER - FARMING INSURANCE BUSINESS**

#### **A leadership opportunity in agricultural sales**

- Self-employed agri opportunity spanning the Scottish Highlands from Dingwall to Thurso.
- Join the leadership team of a successful local business with no capital investment required
- Take-over the day-to-day running of the Thurso office and dedicated team of staff
- 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. With a value of £15billion to the UK economy, agriculture is an ever-evolving sector and we're focused on developing our place within the sector even further.

As one of three Partners responsible for both sites of the Thurso and Dingwall NFU Mutual Agency, you'll be at the heart of a thriving business rooted in the rural and farming community. A business that's built its reputation on providing first-class insurance solutions to a range of customers and businesses across the northern most parts of the stunning Scottish Highlands.

Based in the Thurso office you'll play a key role in nurturing existing customer relationships as well as prospecting and developing new ones. This is a self-employed growth opportunity with absolute customer focus and the support of one of the UK's largest insurers.



## **Your experience and ambitions for the future**

This is a unique opportunity for anyone working in a client-facing role combining Sales/Business Development with Account Management, ready to prove themselves as an aspiring business leader. Previous Insurance sector experience isn't required, instead you'll need:

- Experience of managing others
- Experience of working in or with Farming and Agricultural customers
- Effective networking and relationship building skills
- Commercial acumen balanced with a strong customer ethos

Your passion for the local farming community and all things rural will enhance your credibility further as you take on the 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 your role as the local Group Secretary for the NFUS. With support from the two existing Group Secretary partners in the Thurso and Dingwall 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 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 a Partner of the Thurso and Dingwall agency you'll benefit from:

- A ready-made and loyal customer base with a renewal rate of 95%
- Uncapped earnings growth with income built into the Agency financial structure. Your drive, vision and personal ambition are the only limit to future earnings 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 to NFU Mutual as early as possible as we may close this vacancy early if we receive sufficient applications.

**APPLY NOW**