



ASSOCIATE PARTNER – INSURANCE / NFU SCOTLAND GROUP SECRETARY

Location: Elgin & Inverness

NFU Mutual Agent opportunity in Elgin

As a Partner within the Elgin & Inverness Agency, you'll have the opportunity to run and develop an already successful business within the NFU Mutual Agency network, a solid foundation in the agricultural market. This opportunity gives you control of your work-life balance allowing you to benefit from the quality of local life without having to sacrifice your career or wealth aspirations.

Based in Elgin, and within easy reach of Inverness, the Agency is perfectly situated to support the wider communities of the Scottish Highlands. As well as being based in a truly beautiful location, the agency is well connected locally making it easy for you to provide the personal face-to-face service your customers want. Well-known and respected within the local rural community, you will instantly benefit from their strong reputation and loyal customer base, with plenty of opportunity to continue to develop and build your business, with the backing of a well-respected brand.

Working with experienced Business Partners and an established office, this is a team that puts customers at the heart of everything they do. It's what the agency's strong reputation has been based on. Leading from the front, you'll play a key role in nurturing existing customer relationships as well as developing new ones. Day to day, you'll be responsible for motivating, supporting and developing your team to consistently deliver excellent results whilst you deliver your own personal sales performance, providing a valuable contribution to the agency achieving its targets.

About you

Ready to be your own boss, you relish the opportunity to create business plans and implement strategies that provide a professional and personal service to a range of customers.

A natural communicator, you're great with people from a wide range of backgrounds. Your inherent drive for results and commitment to client care will inspire others to follow.



Collaborative, positive and supportive, you know how to recruit, reward and develop others to deliver a personal service ensuring all relevant regulations and standards of compliance are met.

You may have knowledge of insurance or financial services, but as our existing Agents come from a broad range of backgrounds, it's more important that you can put to good use your commercial flair, agricultural know-how and inherent people skills to co-run a successful regulated business under the reputable brand of NFU Mutual.

NFU Scotland Group Secretary

For more than 110 years, NFU Scotland and NFU Mutual have enjoyed a close relationship, working together to provide a first-class service to the farming and wider rural community.

Combining your duties as a Group Secretary with your work as an Agent of NFU Mutual, you'll have the chance to identify and capitalise on opportunities for new business and introduce what NFU Scotland and NFU Mutual have to offer to a wider audience. The roles are intrinsically linked.

You will also play a major role in the farming community as your area's NFU Scotland Group Secretary. NFU Scotland represent the voice of agriculture up to the highest levels. You'll play a major role in this, championing local farmers' interests, arranging local meetings and events, recruiting and retaining members and keeping them up to date on union policy. This will put you at the heart of the local rural community, giving you the chance to make the most of new business opportunities for your Agency. With full backing from the union, you'll have access to expert advice and specialist support on everything from policy and increasing membership to marketing and media.

Rewards and benefits

As an Agent of NFU Mutual and a Partner to the existing Agents in the NFU Mutual Agency network, you'll be joining an established business in an existing office, so won't need to make any up-front capital investment.

As a self-employed Agent, your income will be built into the Agency financial structure. Your drive, vision and personal ambition are the only limit to your future

NFUS supported by



NFU Mutual
earning potential.



This unique self-employed opportunity gives you the autonomy to grow an existing business with the backing of a major organisation whilst enjoying the freedom of being your own boss.

As well as investment support, you'll also have access to a full range of courses at our dedicated Training Academy; including sales, business and finance planning, team recruitment and NFU Mutual products. We'll also support you to gain your Chartered Insurance Institute certification.

The NFU Mutual Agency Network

NFU Mutual is an award-winning insurance and financial services business offering high-quality products and services to a range of customers, from individual policyholders to major businesses.

We're proud of our NFU Mutual Agency Network which has more than 300 agencies across the UK. Our agencies are run by self-employed Agents who enjoy a unique opportunity to build, lead and grow successful local businesses, typically in partnership with one or more other Agents.

Through our exceptional personal service and honest advice, we develop long-standing relationships with our customers and retain on average 95% of our business each year.

Want to know more?

If you'd like to know more about a self-employed Agency role within the NFU Mutual Agency Network, please contact Stephan Papantoniou on 07890 395430, Stephan_Papantoniou@nfumutual.co.uk or Rosie Cund on 07583 109291, Rosie_Cund@nfumutual.co.uk.