



## **NFU MUTUAL BUSINESS DEVELOPMENT PARTNER (INSURANCE) AND NFU SCOTLAND GROUP SECRETARY STIRLING**

### **NFU Mutual Agent Opportunity in Stirling**

#### **Are you ready to grow your own insurance business?**

As a partner in the Stirling Agency, you'll have the unique self-employed opportunity to run and develop an already established and successful business within the NFU Mutual Agency network.

The Stirling Agency is highly respected and has a strong reputation within the local business community. The agency has grown considerably over previous years and is now embarking on the next chapter of growth. This is your opportunity to be part of further growth plans to build on this success, your role will be to focus on driving new business growth in the region. Self-motivated and entrepreneurial, you'll develop strategies to grow your business and build strong long-lasting relationships with an already loyal customer base.

You'll be working alongside two experienced Business Partners and together lead a knowledgeable team who already provide insurance and financial services to a broad mix of farming and commercial clients. This is a team that puts customers at the heart of everything they do, it's what the agency's reputation within the local business community has been built on.

#### **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, from high-net worth clients to farmers and commercial businesses.

An excellent communicator, you're great with people from a wide range of backgrounds and can easily spot opportunities and develop new business.



**NFU Mutual**



An aspiring leader, you're naturally collaborative, positive and supportive, and enjoy motivating others to drive the agency's growth ambitions whilst ensuring all relevant regulations and standards of compliance are met.

Previous experience of working in a regulated sales and service environment such as Insurance or Financial Services is advantageous, though not essential. More importantly, a passion or active involvement in rural affairs or agriculture will ensure a natural synergy with our core business and the role of NFU Scotland Group Secretary.

### **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.

As an NFU Scotland Group Secretary, you will be placed at the heart of the local farming and business community. This will enable you to make meaningful, profitable connections with farmers, growers, and the rural community at large, with a focus on growing membership alongside growing your NFU Mutual agency. By developing these strong relationships, you'll be representing rural people, sharing expertise, standing up for the countryside and playing a valuable part in sustaining the UK's agricultural industry.

### **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, you can expect to earn up to £45k in your first year alone; with genuine prospects for further income growth in years' two and beyond. Your drive, vision and personal ambition are the only limit to your future 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 Institute of Insurers 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.

### **How to Apply**

If you'd like to know more about a self-employed Agency role within the NFU Mutual Agency Network, please contact Stephan Papantoniou in confidence on 07890 395430 or email [Stephan.Papantoniou@nfumutual.co.uk](mailto:Stephan.Papantoniou@nfumutual.co.uk).

Closing date 31 December 2021.