



NFU SCOTLAND GROUP SECRETARY / NFU MUTUAL AGENCY PARTNER THURSO, CAITHNESS

About NFU Mutual and our Agency Network

As a successful, growing insurance and financial services company with an award-winning range of products and services, we serve a range of customers, from individual policyholders to major businesses. We're a mutual, which means our customers are also our members and we develop long-standing relationships with them, based on exceptional personal service and honest advice.

Your opportunity as an NFU Mutual Agent & NFU Scotland Group Secretary

We are looking for a self-motivated individual to join our thriving Thurso Agency as a Business Partner. This is a self-employed opportunity in which the Agency has a healthy established book of Farming & General clients to allow drawings from day one. Thurso is combined with our Dingwall office and the current partnership has been in place for 5 years. The Agency benefits from not only an experienced partnership but also an experienced team. Not only have they grown the business significantly in this time, they have kept the loyalty of their customers with retention rates of over 95%.

The Agency has ambitious growth targets, and you would be expected to work with the existing Senior Agent and Assistant to develop and implement a business plan to achieve the growth plans of the Agency. We are looking for you to bring fresh new innovative ideas & solutions to the table and assist in executing these successfully to drive the business forward.

It is essential the successful candidate has knowledge of farming, crofting or the rural sector and is able to work from the Thurso office to lead and manage the existing team. There will be a particular focus on building long term customer relationships. This is very much a hands on role, leading and aligning your team to help deliver the values and aspirations of the partnership, developing and working your own pipeline of opportunities and looking after our existing customers and delivering first class service.

You'll also play a major role in the farming community as your area's NFU Scotland's 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

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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

Given the rural location and distance from Dingwall you will need to be someone who is self-motivated and not afraid to learn on the job. You will have full support from the business partners, an in depth training plan and full support from NFU Mutual and NFU Scotland.

You'll have the freedom to grow your business; to recruit, reward and develop your staff; and to lead with the autonomy of an entrepreneur, all with the backing of a major organisation. As well as investment support, we'll give you access to a full range of courses at our dedicated Training Academy, such as sales, business and finance planning, team recruitment and NFU Mutual products.

On target earnings for the first year £45,000 with uncapped potential.

Ready to apply?

For more information and an informal conversation please contact Michaela Holder:

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