



Relationship Manager – Insurance Auckland

At Heartland Bank we are growing our team of Relationship Managers working in the Insurance space and are looking for a motivated and goal driven person to join the Insurance team based in Newmarket.

In this role you will primarily be visiting and phoning existing motor vehicle dealership clients and proactively identifying and then developing commercial relationships with new clients who could be in other industries and with brokerages, distributors and alternate intermediated channels. Initially you will accompany our established Relationship Manager as you learn the role. You will deliver to new business targets whilst growing business written by existing clients by working closely with dealership finance managers to ensure they understand our insurance products and compliance and documentation requirements.

To be successful in this role you will have superior relationship management skills and sales management exposure. Experience related to motor vehicle dealerships is advantageous as is insurance sales experience. You'll have a fabulously engaging manner and excellent communication skills. You'll be great on the phone and have demonstrated you can get through to the right people and then secure business.

We have a really welcoming and social team culture, and you will be well supported and coached by senior colleagues. This entry level Relationship Management role might be your first field based role, and comes with a salary, a great range of employee benefits and of course a car.

Heartland Bank is a different kind of bank. We challenge the banking status quo and deliver radically better customer experiences by providing innovative 'best or only' banking products in niche markets under-served by the major banks.

If you are ambitious, passionate, really like to get things done and want to build a career and a business then we want to hear from you.

If you believe you have the skills, experience and winning edge to be successful in this role please call Emma Reid, Talent Manager at Heartland Bank on 09 9279222 or send your cover letter and CV to email emma.reid@heartland.co.nz by Thursday 12 October 2017