

Dubai Opportunities

Hyperion Insurance Group is one of the world's leading insurance groups. We attract the brightest talent in the market because we empower our employees to be the best they can be.

We have exciting opportunities in our Dubai office for experienced Insurance professionals seeking exposure to the international market.

The roles on offer are Sales Executive, Account Executive and Executive Director. Further details can be found in the job specifications below.

For more information, or, to apply please email recruitment@hyperiongrp.com.

Sales Executive

Role Definition

- Identifies new business opportunities by identifying prospects and evaluating their position within the industry
- Delivering dynamic sales calls and presentations to cultivate relationships with clients
- Work with senior colleagues and external partners in a collaborative manner to achieve positive results for the business and for clients
- Creating strategic sales presentations for clients' meeting
- Developing and qualifying leads to drive additional sales opportunities through your existing network, and other lead generation opportunities
- Achieves objectives established in annual sales plan
- Maintain professional and technical knowledge by attending trainings; reviewing professional publications in order to grow your knowledge of the industry and sales techniques
- Developing sales strategies for increasing target market sales and managing the execution of these strategies
- Identifying potential referrals sources and cross-selling opportunities
- Maintains close links across the company, working with other teams to share information, and to identify risks and business opportunities
- Remains aware of the market e.g. competitors, potential changes/risks and contributes to the identification of opportunities and business growth
- Attends external events to positively represent the company & increase own understanding of client priorities, changing needs and market trends

Account Executive

Role Definition

Acts as a liaison between clients and/or producing brokers and placing brokers by delivering an excellent and comprehensive service in the administration of new business, renewal and mid-term changes so that customers' needs are best satisfied through suitable cover and pricing.

Skills and abilities needed to perform role

- Good level of numeracy and literacy
- Good communication skills including, written, verbal and face to face
- Able to work independently and use initiative
- Negotiation and influencing skills (able to sell)
- Computer literate
- Resilient and calm under pressure
- Analytical and able to solve problems

Knowledge and Experience

- Effective working knowledge of general & legal principles of insurance
- Specific product(s) knowledge and understanding of related workings
- Good understanding of relevant regulatory and legal frameworks
- Good understanding of company objectives and how own role contributes to these
- Knowledge of the market within which the company operates including an awareness of competitors, specific territory knowledge, cultural awareness
- Specific systems' knowledge relevant to the role

Professional Qualifications

- Relevant experience as an Account Executive, ideally in a sport and recreation environment
- Experience of an insurance/high pressure, multi-task environment
- Ideally educated to degree level
- Ideally a minimum Cert CII and working towards higher insurance related qualifications

Executive Director

Role Definition

An Executive accountable for the profitable growth and expansion of the team; leading and directing all resources within area of the team to meet or exceed targets; and ensuring the combined delivery of the team meets all compliance/regulatory, people management, financial and business development requirements.

Skills and abilities needed to perform role

- A confident leader, and people manager, able to motivate and achieve through others
- Excellent communicator, including, written, verbal and face to face – is a strong presenter
- Develops positive working relationships
- Tenacious & resilient
- Excellent negotiation & influencing skills
- High level of numeracy and literacy
- Is analytical and strategic
- Commercially driven; an entrepreneur
- Collaborative and consultative

Knowledge and Experience

- Leading edge knowledge of Insurance best practise and environment, including understanding of London market operations and regulatory/legal requirements
- Excellent understanding of company objectives and how own role contributes to these
- Deep understanding of specific products and related disciplines such as Business Development, Claims, Underwriting, Broking and Client Servicing
- Significant insurance industry experience and client facing exposure at a senior management/Director level
- Specific Business Producing /Broking/Client Service or Claims experience
- Has led a number of mutli-functional teams in a high performance environment
- Is known in the insurance sector

Professional Qualifications

- Degree or recognised industry accreditation/Professional Qualification