

## The Mortgage Centres Sales Manager - Mortgage and Protection

A highly successful mortgage broker with ambitious growth plans is seeking an experienced and fully financial services qualified top performing Sales Manager to help the business to shape its future.

The role will be based in Ipswich. You will be responsible for the performance of the business against agreed sales targets, initially in the Ipswich office but with the potential to develop across other locations. You will also seek and develop opportunities for growth in line with the company business objectives. You will be capable of identifying areas for sales improvements, product mix development, and increased penetration of protection sales.

### Key Responsibilities:

- Reporting to the Business Principal on Sales across all advisers within the business
- Identifying and improving sales opportunities and achieving conversions across Mortgages, Protection and General Insurance.
- Ownership of the performance management of all advisers through sales targets, incentives, coaching, mentoring, and positive sales management
- Managing the recruitment, induction, and development of new advisers
- Managing the sales process to ensure maximum efficiency and product mix with the team
- Acting as a role model for the adviser team across the business
- Work with the business principal to develop the brand, and manage the delivery of exceptional customer service, achieving 5\* reviews and building brand confidence with new and existing partners
- Identify and convert opportunities to target and develop new channels of business with new and existing partners
- Improve the penetration of Protection Sales and ensuring all advisers are achieving company sales targets within the context of a robust TCF and suitable advice framework
- Identify key trends in sales and conversions and work closely with the senior team to identify areas of development within the sales process
- Support the business principal in the development of successful lead generation, partner relationship management, sales activity, marketing and PR
- Effective long-term development of the team, to increase revenue growth across all revenue streams
- Develop, implement, and manage the effective management of all sales processes, partner service level agreements, contact strategies and customer service expectations

Successful candidates will have a proven track record in a mortgage broking and sales management role.

Essential is proven experience of successful sales management including the performance management of a sizeable sales team, within a regulated environment. You should be able to demonstrate the achievement of ambitious sales targets and the ability to coach and mentor advisers to achieve their potential whilst maintaining an exceptional and safe customer experience.

Competitive benefits package including bonus and car allowance.

This really is a wonderful opportunity to work with a progressive and extremely successful mortgage broker business with very ambitious and exciting growth plans. Be part of their journey.

For an informal chat about this opportunity, contact Rana by email [rana@ipsmc.co.uk](mailto:rana@ipsmc.co.uk)

**PLEASE, NO AGENCIES**