

Media: NFUM Careers site, LinkedIn, UFU Careers Site

Partner – Farming & Commercial Insurance Business (Dungannon & Cookstown)

A growth venture for commercial leaders

- Run a fully operational agency in collaboration with experienced business partners
- Strong penetration of farming and wider SME/Commercial markets, with further growth potential in SME/Commercial
- Sizeable renewal book with 95% customer retention
- Advise on bespoke insurance solutions with the support of NFU Mutual
- Champion farming & rural communities as a local representative of Ulster Farmers' Union

At NFU Mutual we've built our reputation on, and succeeded in, the farming industry and its respective supply chain across the UK. From this platform, we're able to diversify our expertise to cater for a wider business landscape, providing tailored solutions to a range of commercial enterprises from local independents and SMEs through to larger £multi-million corporations.

NFU Mutual Partner opportunity in Dungannon, South Tyrone

You'll be joining forces with experienced business partners, and supported by a highly effective team of staff, making this a thriving agency business from day one. Thanks to successive years of double-digit growth, ambitions are high with further growth potential on the horizon, particularly across SME and Commercial markets.

As a partner in the NFU Mutual Dungannon & Cookstown agency, you'll be key in helping to deliver the agency's future growth plans. From managing renewals and sourcing new business, to advising company owners and directors, your contribution towards expanding an already successful insurance business will be pivotal. This is a self-employed business opportunity with absolute customer focus at its heart.

About You

Whilst useful to have previous Insurance or other regulated industry experience, agency Partners come to NFU Mutual from a broad selection of backgrounds. If you're in a B2B client-facing role, well-versed in consultative sales and relationship management skills you're almost there. What we like to see in addition are:

- Exceptional people skills to engage and inspire staff and stakeholders alike
- A strategic mindset with vision and ambition to help shape and drive future growth
- Commercial acumen and awareness of the local business landscape
- A customer-centric ethos that places customers at the heart of the business
- A passion or interest in rural affairs / farming which will serve you well as UFU Assistant Group Manager.

UFU Assistant Group Manager

In addition to your main role as a self-employed Partner in the NFU Mutual Dungannon & Cookstown agency, you will be employed by the UFU as an Assistant Group Manager. This places you at the heart of your local farming community. You'll champion interests of local farmers, arrange local meetings and events, recruit and retain members and keep them up to date on agricultural policy. With full backing from the UFU, you'll have access to expert advice and specialist support on everything from policy and increasing membership to marketing and media.

Combining your duties as a local NFU Assistant Group Manager with your responsibilities for running an NFU Mutual insurance agency gives you the chance to make the most of both opportunities, as the roles are intrinsically linked.

Rewards and Support

As a self-employed Partner of the NFU Mutual Dungannon & Cookstown agency, you'll inherit an established and fully operational business without any up-front capital investment required.

From the moment you join you'll benefit from:

- Uncapped income with on-target earnings up to £50k in year one. Your drive, vision and personal ambition are the only limit to future earning potential.
- A ready-made, loyal client base with consistently high renewal rates of 95%.
- Our commitment to set you up for success and help you along the way too. Whilst it's your business to run, you'll have access to a host of NFU Mutual training and support services including sales, marketing, financial planning and so much more.

Apply Now: This is a unique career opportunity, combining the independence of self-employment with the stability of an established business model; and supported by the strength and reputation of NFU Mutual, one of the UK's most trusted insurance providers.

Please note, due to the extensive travel required to perform the role, applicants are required to have a valid UK driving licence.

Selection process, key dates

- Online Introductory Meeting (MS Teams): w/c 25 August
- In-person Stage 1 Assessment: w/c 09 September
- In-person Stage 2 Interview & Presentation: w/c 22 September