



We Are Hiring

Business Development Executive

@ RMS Insurance Brokers, Dubai & Abu Dhabi

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Job Specification:

Business Development Executive

We are looking for a driven and results-oriented **Business Development Executive** to join our team and contribute to the growth of our insurance brokerage business across **Group Medical & Employee Benefits and Property & Casualty (P&C)**.

Key Responsibilities

- Identify, prospect, and develop new business opportunities across Group Medical, Employee Benefits, Motor, Property, Engineering, Marine, Liability, and other general insurance lines.
- Generate leads through networking, referrals, cold calling, client visits, and other business development activities.
- Build and maintain strong relationships with corporate clients, SMEs, and key decision-makers.
- Understand client requirements and recommend appropriate insurance solutions tailored to their business needs.
- Coordinate with insurance companies to obtain competitive quotations, negotiate terms, and prepare proposals for clients.
- Follow up diligently on quotations and proposals to convert opportunities into new business.
- Develop and maintain a strong sales pipeline and achieve agreed revenue and business acquisition targets.
- Identify cross-selling and upselling opportunities across the company's insurance portfolio.
- Maintain regular contact with existing clients, identify upcoming renewals, and support client retention and portfolio growth.
- Work closely with internal operations and client servicing teams to ensure smooth onboarding and handover of new business.
- Keep abreast of market developments, insurer offerings, competitor activity, and emerging client needs.

Requirements

- Previous experience in insurance sales or business development, preferably with an insurance brokerage in the UAE.
- Good knowledge of Group Medical & Employee Benefits, and Property & Casualty insurance products.
- Strong communication, presentation, negotiation, and relationship management skills.
- A proactive, commercially minded, and target-driven approach.
- Ability to work independently while collaborating effectively with internal teams.
- Proficiency in Microsoft Office; familiarity with CRM systems is an advantage.
- CERT CII or progress towards a recognised insurance qualification will be an added advantage.

