



Position Title:	Head of Business Development
Reports to:	COO
Location:	Company offices in the City of London (plus remote working in line with policy). Some overseas travel may be required.
Job description:	
<p>We are seeking an experienced and effective Head of Business Development to lead our sales function within the insurance technology space. This pivotal role involves developing and executing the strategic sales and account management plan for McKenzie Intelligence Services (MIS), leading a small team, and driving the growth of the business while directly reporting to the COO.</p> <p>The ideal candidate will have a demonstrable track record of success in selling enterprise SaaS services into the insurance industry with ideally some experience of claims and exposure management functions. International experience, particularly within the United States is preferred as is a strong knowledge of the London Market.</p> <p>MIS' client base is currently focused on the Lloyd's of London market. We are seeking additional revenue lines beyond the London Market.</p>	
Objectives and Key Results:	
<p>Success in role will be determined by:</p> <ul style="list-style-type: none"> • Successful design and implementation of a company sales strategy. • Projecting and meeting sales and renewal targets as set by the board of directors. • Embedding a sales culture across the organisation. • Providing accurate and detailed insight into the product development process through engagement with prospects and existing clients. • Effective collaboration with product, marketing, client solutions, intelligence and technology functions to maximise revenue and retain existing business. • Effective reporting to management on progress against targets. • Effective, consistent use of HubSpot CRM by the sales function to ensure wider visibility of sales performance across the business. • Working effectively with other senior managers within the business. • In conjunction with other business functions, setting proposed budgets for approval by the board of directors. • Leading and motivating the sales function and contributing more widely to a cohesive leadership team. • Developing clear and concise sales processes which are understood across the business. 	

Skill sets & Experience:

Required Skills & Experience:

- **Minimum of 7 years' experience** in a business development role with particular experience in SaaS sales, sales leadership and insurance
- **Consistent history of sales performance** – meeting or exceeding targets.
- Strong desire to work within a small, ambitious Insurtech company.
- **Exceptional leadership** – able to build and develop teams and work effectively across business functions.
- **Mature interpersonal and soft skills**, with the ability to build rapport with clients and colleagues and articulate the value of innovative products.
- **International experience** – particularly within the USA.
- Must be able to build and manage teams at range.

Qualities and character traits:

- Excellent communication, presentation, and interpersonal skills.
- Strong organisational skills and ability to manage time effectively.
- Strategic thinker with the ability to develop long-term plans and execute under pressure.
- Ability to lead and collaborate effectively within a team.
- Adaptable, flexible, and capable of making decisions independently while following company procedures.

Company Overview:

McKenzie Intelligence Services (MIS) is a cutting-edge **Insurtech** business, dedicated to empowering our clients with the tools to make faster, more informed, data-driven decisions. Our expertise spans insurance, military intelligence, and technology, serving over 60 clients globally, including some of the world's largest insurers.

In 2022, our efforts were recognised when we were awarded '**Technology Partner of the Year**' at the Insurance Choice Awards. At MIS, we are committed to a diverse and inclusive workplace where every individual is valued for their talent and humanity, irrespective of their background or identity.

Company Benefits

- Hybrid working model.
- 25 days of annual leave (including 3 during Christmas shutdown) + UK bank holidays.
- Private health insurance.
- Wednesday Lunch Club allowance.
- Enhanced maternity/paternity policies.
- Sick pay above statutory levels.
- Role-specific training opportunities.
- Regular team-building and social activities.
- Employee option scheme (subject to approval and qualifying period of 1-year).

This description is intended to outline the key responsibilities and qualifications of the role but may be adjusted in line with business needs.

If you are interested in this role, please contact Charlie Robson, charlie.robson@mckenzieintelligence.com, with your CV and a Cover Letter.