

Client Development Director

We're on a mission to transform insurance through the power of technology. Our next generation SaaS platform provides a single architecture that is uniting and strengthening the industry. Products, markets, channels and insurance parties come together seamlessly across all geographies. It's a new and exciting model, and it's shaping the future of insurance.

Our global office needs a Client Development Director to help us achieve our goals. Working in partnership with Uncharted as a business development consultant, this is a commission based opportunity based upon success of your new client introductions.

Job profile, skills and experience

- Working as a consultant for Uncharted you will have the opportunity to utilise your extensive network gained through a successful career in the insurance or financial services industry as a business development tool
- You have a strong understanding of the importance of adopting digital and technology solutions to enable the future of the insurance industry and the right contact list to bring these solutions to fruition
- You will work alongside our C-Suite, Sales Engineers and Client Development team to bring your client introductions through our sales pipeline from demos through to contract signing
- Your extensive network spans throughout the insurance industry, most likely within commercial or business focused positions and/or you may have key contacts throughout the financial services industry.
- You will develop and maintain a detailed understanding of our solutions, and with customers to remain up to date with our products and processes and what solutions are needed dependent on client and market readiness

Our culture, your future

Working for Uncharted, you will be joining a global team with an exciting future. We are moving fast, taking technology to the limits, and reshaping the world of insurance. There's a creative energy and determination about everything we do, a collective commitment to transform an industry that is conservative, and tradition based.

That is why we need people who can share our vision, people with the conviction and qualities to make a real difference. Can you rise above the ordinary and the average? Do you have the drive and ambition to take insurance technology to new levels?

- You thrive on challenges and are never short of ideas and insights
- You see problems as opportunities to create something better
- You are confident working on your own initiative but are a committed team member who knows that great things can happen when the right people come together
- You take pride in your work – and the company you work for – and love being part of an organisation that has bold plans and innovation at its core

Other opportunities

We are always keen to speak to people with backgrounds and experience that could be valuable to Uncharted. So if this role isn't right for you, but you have other skills to offer, drop us a line at careers@uncharted.global

Note: Uncharted will not accept unsolicited resumes from recruitment firms. Nor will fees be paid if we hire a candidate for whom a recruiter has submitted an unsolicited resume.

We are an equal opportunity employer. Candidates will be judged entirely on individual merit.