



## **CIGNA Insurance Sales Team Leader**

CIGNA is a Fortune 500 corporation, one of the largest publicly owned financial services companies in the world, with significant international growth. CIGNA New Zealand is the market leader in the direct marketing of life insurance products.

The Telemarketing Team at CIGNA is responsible for generating revenue on behalf of CIGNA and its Sponsors through professional outbound and inbound calls.

The purpose of our Insurance Sales Team Leader position is to lead and motivate a team of Insurance Sales Consultants (ISC's) to consistently exceed their sales targets. You will be responsible for the selection, monitoring, evaluation, coaching and training of your team to maximise their ability to meet agreed KPIs and objectives.

Each Team Leader is responsible for one of our Partner sponsor teams. To succeed in the role the Team Leader will ensure that their team meets and exceeds our Partners' expectations.

We are looking for someone who ideally has:

- Proven sales experience gained in a highly challenging, commission focussed environment
- Drive and ambition – the desire to challenge the status quo and not just achieve but exceed sales targets
- Team Leader experience, including the recruitment, coaching and development of staff performance
- Advanced interpersonal skills and diplomacy, presentable and charismatic
- Advanced verbal and written communication and listening skills
- Strong time management and prioritisation skills.

This is a permanent full time role with the hours of Monday to Friday, 12:30 pm to 8:30 pm.

Based in the Majestic Centre in Wellington, CIGNA Contact Centre employees enjoy working in a dynamic, state-of-the-art environment for an organisation that succeeds through its commitment to serving customers and in enhancing the strength of their people.

We offer excellent career progression and a very competitive salary and benefits package with unique opportunities for developing skills and receiving ongoing formal and on-the-job training and financial support for obtaining industry-recognised qualifications.

If you have any questions or would like to obtain a position description, please contact Human Resources on +64 4 931 9757 or via email at [nz.hr@cigna.com](mailto:nz.hr@cigna.com). If you would like to apply please email your CV and cover letter to [nz.hr@cigna.com](mailto:nz.hr@cigna.com).

Applications close at 5pm, Friday 28 May 2010.

*CIGNA – TO HELP THE PEOPLE WE SERVE IMPROVE THEIR HEALTH, WELLBEING AND SECURITY*