

Spotlight on... Stuart Skett

Business Development Manager North Central & North Wales

Stu, you're one of the longest members of our team. What has the journey been like at Uinsure?

When I joined Uinsure back in April 2010, I was employee number 4. Uinsure was a relatively new company at only 3 years old and we were a tiny team, compared to how it is now!

Back then, we were trying to build a business in a competitive market and it has been incredible to be part of the journey to see Uinsure become the company it is today. The team has grown massively and we have brought a lot in house which has offered great learning opportunities and access to different parts of the business that have been created as we grew.

I held the TAM role for 10 years and my initial role was to build relationships with brokers, get them to understand who Uinsure are and encourage them to give us a try.

What is a TAM?

It stands for Telephone Account Manager, which is a role I've held for most of my working life. It mainly involves calling brokers every day and speaking to them about the Uinsure proposition including providing training, answering queries and providing ongoing support.

So how did you become a BDM?

When Covid hit in early 2020, my role massively changed overnight. I was the only TAM/BDM left working in Uinsure at the time but a whole new role and way of working emerged which has shaped what we do today. Previously, I'd speak to one broker at a time within a region but suddenly I was leading webinars of up to 200 people and answering broker queries from across the UK.

So, when the role came up for a BDM within Uinsure I applied for the job. The new role would be a hybrid role - working from home and travelling to see brokers face to face as well as attending industry events across the UK where needed.

What skills do you need to succeed as a BDM?

I have a willingness to learn, to get better at what I do and take every new challenge head on, for the good of Uinsure and my own personal development. All the skills I've learned and developed have enabled me to succeed in the BDM role as it is now. I believe that through my positive attitude, initiative, enthusiasm and hard work I've become a respected member of the Uinsure team as well as in the intermediary space where I work.

The top attributes I think have helped me and will help others to succeed in this role are:

- Good communication
- Willingness to learn
- Acceptable to change
- Team player
- Approachable

What would you say to anyone thinking about applying for a role at Uinsure?


Come and join us! If you're adaptable with a team player mentality, you could fit straight in! We're a fun bunch to work with and it's so much more than a team, we're all passionate about this business and have all contributed to its growth, which I've been lucky enough to be part of from the start.




Get in touch!

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