



Job Title: Wholesale Account Executive (Professional/Executive Liability Wholesale Broker)

Supervisor: Javier Gonzalez, EVP Sales

Hours: Monday – Friday; 8:30 am – 5:00 pm

Responsible for supporting the company's sales goals through professional sales techniques and great customer service, maintaining quality relations with existing accounts, developing new relationships and providing sales and marketing coverage by performing the duties described below.

Seeking a professional/executive liability wholesale broker with 3-5 years of brokering experience. This position is for a broker to create and manage their own book of business and create their own broker to retailer relationships. You will be given the opportunity to network and broker business with the over 350 agencies and brokerages we currently insure for E&O as well. You will be responsible for managing your book of business with limited assistance with post-closing billing, policy issuance, etc.

You will be given the option to work from our New Jersey office location or remotely. If you choose to work remotely, you will be required to travel to the New Jersey office once a month for the first 3-4 months and every other month or once a quarter thereafter. You will be required to travel once or twice a month for meetings with management, retail brokers, conferences or other industry functions.

Job Responsibilities:

- ✚ Develop maximum sales potential out of assigned territory through competitive sales techniques and knowledge of the company's products and services as well as the competitions' strengths/weaknesses.
- ✚ Build and maintain quality relations with existing assigned accounts, and increase account base and volume of sales on a consistent basis.
- ✚ Build and maintain a network of retail producers based on assigned accounts and the development of new contacts.
- ✚ Increase company revenue through consistently achieving the company's benchmarks for retention, cross selling and new production.
- ✚ Build and maintain a network of company underwriters through relationship development.
- ✚ Develop and maintain relationships with other members of the company's team in order to foster staff development and improve service to our clients.
- ✚ Contact insureds via telephone, correspondence or in person by traveling as frequently as necessary to meet and surpass profitable sales goals for the company.
- ✚ Periodically meet with management to reevaluate work on an ongoing basis to increase market share and achieve benchmarks.
- ✚ Continually assess quality of the company's product offerings and work with management to develop strategies to increase the company's market share and sales goals.
- ✚ Create customized insurance proposals to meet specific customer requirement in an efficient manner.

- ✚ Stay abreast of market conditions regarding products, product updates, service offerings and new technologies through available resources.
- ✚ Utilize company leads to expand current customer base and follows up all leads promptly.
- ✚ Maintain updated, organized files on all accounts in assigned territory.
- ✚ Complete and submit sales reports every other week on account activity, outstanding proposals, proposals secured and proposals lost with complete documentation.
- ✚ Provide information and/or follow up on insureds as requested.
- ✚ Perform other related duties as assigned.

Required Skills:

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| ✚ Property/Casualty Insurance Producer's License | ✚ Negotiations |
| ✚ Excellent Oral and Written Communication Skills | ✚ Professionalism |
| ✚ Customer Relations | ✚ Excellent Presentation Skills |
| ✚ Customer Service | ✚ Closing Technique |

Education/Experience:

- ✚ High School Diploma or Equivalent. Prior sales experience is mandatory.
- ✚ Designations such as RPLU, CISR helpful but not necessary.

Certifications/Licenses:

- ✚ Valid Driver's License. Current Property and Casualty license. Must meet insurance underwriting requirements.
- ✚ The position requires a background check and fingerprinting by the insurance department.

Salary Range: Will be based on experience and location but would range from \$60,000 - \$100,000.00 with bonuses built as percentage of production. Healthcare and 401K plans are available.