

**Title:** **Business Development-Individual/Group Insurance Sales Executive**

**Description:** **PRIMARY PURPOSE:**

As a Business Sales Executive, you will be responsible for marketing and driving revenue for the company. The position requires superior phone communication skills and prior success selling brokering services that include Property, Casualty, Health Benefits or Personal Lines to decision makers. Cross-selling of brokering services to current clients identifying the insurance needs of prospects and design appropriate products to meet those needs. Experience selling/marketing ancillary products in the area of Group Medical Insurance, and Retirement Plans a plus.

Follows up on referrals from current insurance clients and other sources. Meets with prospective clients to obtain information about their current insurance package and their insurance needs for the future. Develops proposals and makes recommendations. Provides insurance counselling, giving advice on coverage levels, insurance types, explaining terms.

#### **ESSENTIAL FUNCTIONS AND RESPONSIBILITIES**

- Execution of the territory business plan that outlines key initiatives associated with revenue growth, profitability and expense control.
- Specifically, you will work to drive new business production, key-account retention, new product roll-out, and large account prospecting.
- Making outbound calls in a fast paced work environment
- Achievement of production goals.
- Working with a variety of tools and applications such as comparative raters, carrier systems, and agency management systems.
- Ability to meet required production goals to optimize company leads.
- Using company generated warm leads to close sales.
- Supplementing warm leads with company purchased cold leads.

## **QUALIFICATIONS**

### **EDUCATION AND LICENSING**

- Baccalaureate degree from an accredited college or university Marketing, Business Administration or Risk Management.
- Active Illinois Life and Health license.
- Series 6 & 63 a plus.

### **EXPERIENCE**

- Five (5) to seven (7) years of sales experience in the insurance field with success soliciting and generating business with middle market and/or governmental entities.
- Performing account management.
- Excellent oral and written communication; able to articulate complex issues, receive and interpret concerns from the client, and respond proactively to issues.
- Sales management aptitude.
- Must demonstrate the ability to manage multiple priorities, deliver timely and accurate work products with a customer service focus, and respond with a sense of urgency as required.
- Proven ability to identify and develop opportunities for business growth and profitability.
- Ability to develop strong business relationships.
- Proficiency with Microsoft Office Suite products.
- Knowledge of AMS 360 a plus.

### **WORK ENVIRONMENT**

When applicable and appropriate, consideration will be given to reasonable accommodations.

### **MENTAL**

Clear and conceptual thinking ability; excellent judgment and discretion; ability to handle work-related stress; ability to handle multiple priorities simultaneously; and ability to meet deadlines.

### **PHYSICAL**

Computer keyboard – Typing 45 WPM.

Minimum travel as needed.

### **AUDITORY/VISUAL**

Hearing, vision and speaking.