



Position Description

Title: Vice President/Senior Vice President, Commercial Lines Producer

Location: Dallas, Texas

Salary: \$125,000.00 - \$150,000.00 plus an Attractive Bonus Plan, Matching 401K, ESOP, Health, Dental and Vacation

Reports To: President & CEO

Telecommute: When Appropriate

Overnight Travel: Rarely

BACKGROUND

Our client is a successful and well respected bank-owned agency that provides coverage for all lines of insurance and has a strong history of building client loyalty by exceeding expectations. The Commercial Lines division offers a variety of specialty areas including Construction, Manufacturing, Technology, Health Care / Medical Practices, Life Sciences / Biotechnology, Educational Child Day Care and Non-Profit. As a Commercial Lines Producer in this division, the successful candidate will provide the innovative solutions and competitive rates required in today's insurance market. Our client also has the advantage of cross-selling the accounts of their financial institutions owner.

Our client is looking for a dynamic, experienced, high-energy insurance sales professional to help grow their Commercial Lines division. You will be ambitious, but a team player, experienced in Commercial Lines products, be ethical in your dealings and know how to build a book of business using your contacts and experience.

In addition to a competitive base salary range and full benefits package, the successful candidate will be eligible for a lucrative commission plan.

This position is located in Dallas, Texas. In Dallas, you will have the opportunity to participate in all the activities that this first-class city offers. From the Cowboys, Rangers and Stars, from BBQ to fine dining, and with a great quality of life as well, all will be at your beckon and call.

OVERVIEW:

The role of an Insurance Producer is to produce new business and retain customers by working closely with clients, prospects and internal sales and services teams.

KEY RESPONSIBILITIES

- Sell Commercial Lines products and services.
- Cross sell other insurance products.
- Develop and retain a book of business.
- Continually improve technical and selling skills through continuing education and available training.
- Complete sales activity reports as deemed by management.
- Subscribe to a consultative sales approach that sells our client's value proposition.
- Clearly articulate value proposition and execute effective sales techniques.
- Choose and pursue a niche including the identification of opportunity, available networking possibilities and business plan for success.
- Maintain client relationship and position internal service staff as primary contact on accounts for

day-to-day activities on client service needs.

- Develop an annual marketing plan that provides details of how to achieve annual new business goal, outline new business development activities, related expenses, trade show/advertising/promotional options and resources needed to meet plan.
- Keeps informed regarding industry information, new product information, legislation, coverages and technology to continuously improve knowledge and performance.
- Meet validation requirements within prescribed timeframe (if applicable).
- Maintain valid insurance license(s) meeting all continuing education requirements.
- Must adhere to pertinent laws, regulations and Compliance Policy and external compliance requirements.

MINIUM QUALIFICATIONS

- High School Diploma; college degree preferred.
- Ten years or more of Property & Casualty insurance sales experience.
- Ability to work with details.
- Above average written and oral communication skills.
- Good mathematical skills.
- High degree of self-discipline and motivation.
- Above average telephone personality and ability to deal with people, in difficult and emotional situations.
- Ability to utilize computer and understand functionality.
- Demonstrate skills of persuasion and negotiation.
- Current Property and Casualty license.
- Appropriate insurance designations preferred.

This is a senior level position with high visibility in the organization. The successful candidate will have the opportunity to write his/her own ticket both as it relates to compensation and career path. Our client offers an excellent work environment, a full range of benefits, including medical and vacation.

For Immediate Consideration:

Please reply in confidence to: info@thepeople.com and reference job code DALLAS#009.

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