

United States Jobs Expertini®

Account Executive

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Company: Goosehead Insurance Agency

Location: Columbus

Category: other-general

Since 2003, Goosehead Insurance has been disrupting the insurance industry by giving clients the power of choice, utilizing a smarter marketing approach, and delivering world class service. This is all powered by our focus on hiring and retaining extraordinary people. Our clients trust us with their most valuable possessions so, we're more than just a bit selective when it comes to hiring new team members. In 2012, we began franchising our business model. This role is for one of our successful franchise partners in Columbus, IN.

Principal Duties and Responsibilities:

The primary responsibility of an Account Executive is to build a book of business through:

- Prospecting and establishing referral partner relationships with professionals from the real estate and mortgage industry.

- Work with clients to understand their insurance needs, analyze options with a large carrier portfolio, and provide a custom solution to mitigate household risk.

The team is responsible for new business revenue generation monthly and works to achieve these on an individual and team level. Account Executives are equipped with extensive training in salesforce.com, sales process management, business development and more.

Compensation Summary:

The first year's earnings potential ranges from \$53,000 - \$90,000, varying based on performance. Our compensation package slightly varies by agency but offers uncapped new business commissions and renewal commissions year-over-year. Renewal commissions provide passive earnings and can exponentially increase your annualized income. Additionally, top performers can qualify for an annual President's Cub trip.

Benefits Summary:

High quality voluntary health, vision, dental insurance programs

Paid holidays, vacation, and sick leave

Benefit offerings vary per agency*

Experience and Education:

Passing the state licensing exam, once hired

Legally authorized to work the United States

Preferred Skills, Abilities, Soft Skill Factors:

Exceptional written and verbal communication

Experience in a fast-paced work environment

B2B or B2C sales experience or related college major

Competitive attitude

Networking abilities

Entrepreneurial spirit

Problem-solving mentality

Self-motivated, hands on, self-starter mindset that can do the work

Strong time management

Strong attention to detail and organization

Equal Employment Opportunity:

Goosehead is an equal opportunity employer and complies with all applicable federal, state, and local laws, rules, guidelines, and regulations. Goosehead strictly prohibits and does not tolerate unlawful discrimination against employees, applicants, or any other covered person because of race, color, religion, creed, national origin, ancestry, ethnicity, sex (including pregnancy, childbirth, and related medical conditions), sexual orientation, gender, gender identity, transgender status, age, physical or mental disability, veteran status, uniformed service, genetic information, or any other characteristic protected by applicable law. All applicants for employment and all Goosehead employees are given equal consideration based solely on job-related factors, such as qualifications, experience, performance, and availability.

Goosehead's office is located in Columbus, IN. Please submit your application to discuss logistics with our team.

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