

United States Jobs Expertini®

Producer - Commercial Insurance Sales - Nationwide

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Company: The Plexus Groupe

Location: United States

Category: business-and-financial-operations

The Plexus Groupe — rewarded Best Places to Work in Insurance — is looking for candidates who dream big. We have an openings for Vice President, Business Development roles in our Dallas, TX, Chicago or Deer Park, IL, Oklahoma City, OK and Tampa, FL offices.

Additional locations will also be considered. Do you enjoy strategizing with clients on best-in-class solutions? Do you want to be part of a company growing faster than ever? If so, then continue reading! Summary: The Producer facilitates new business opportunities, maintains and expands existing book of business, and promotes positive on-going client relationships. This position may target all The Plexus Groupe offerings including, Employee Benefits, Property and Casualty, and Retirement Services. Essential Functions: Identify potential clients, manages the client relationship, collaborating with appropriate teams within The Plexus Groupe to drive a customized experience. Assesses prospects' needs and provides proposals for solutions. Meet retention and growth goals. Conduct regular prospect and client meetings in conjunction with the assigned Client Management team. Work with the Client Management team to develop, analyze and implement a best-in-class insurance program. Develop and network with strategic partners in the industry. Maintain a comprehensive understanding of products, trends, solutions, and strategy in the market. Collaborate with others to drive cross-sell opportunities. Participate in renewal activities and other projects and deliverables. Required Experience: Bachelor's degree required with at least 3 years of related experience; or 5 years of related experience without a degree. Proven track record in closing new business. Advanced design and delivery presentation skills. Ability to work autonomously. Knowledge of the employee benefits or property and casualty insurance

market. Must have, or be able to obtain within the first three months of hire, an Insurance Producer License. The Plexus Groupe is driving the next chapter in the insurance industry with innovation, passion, and excellence. If you are looking to make an impact, and if you seek the freedom and flexibility of a progressive firm with the prowess, technology, and resources of an industry leader, we should talk. PASSION. ALIGNMENT. ACTION. With offices in Chicago, Dallas, Memphis, Oklahoma City and Tampa, The Plexus Groupe is a premier insurance brokerage and risk management consulting company. We offer our clients innovative insurance strategy and powerful professional resources to protect, preserve, and grow. The Plexus Groupe is an equal opportunity employer.

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