

Licensed Commercial Lines Insurance Producer

The Vozza Agency

Park Ridge, NJ

Salary Range \$60,000-\$150,000+

Full Job Description

The Commercial Line Producer is responsible for developing new business and managing existing client's retention and growth based upon a book of prospects and clients either assigned to or developed by you.

Required Duties Include

- Build Relationships to and supports sales goals of the Agency. This includes new business, cross-sell opportunities, customer service, retention, and profit goals.
- Solicits and writes new business while conforming to all state laws and company insurance policies and procedures.
- Meets the production requirements and goals assigned by the agency. This includes establishing and maintaining a new business pipeline of qualified leads exceeding four times goal. Weekly, ensure all tracked pipeline information is current and reflects actual activity in the sales process.
- Calling and meeting in person or virtually with clients and prospects.
- Provide thorough risk and exposure analysis to determine client's needs for underwriting of new accounts. Communicate client objectives to account management personnel.
- Demonstrate strategic thinking and innovation based on knowledge of the market, new products including understanding important technical/financial issues.

Required Skills Include

- Valid Property and Casualty License in state of NJ & Valid Driver's License.
- 3-5 years of experience in insurance Agency/Brokerage or carrier sales, health and benefits experience are a plus.
- Bachelor's degree preferred but not required.
- Well organized, personable, and highly motivated for growth and personal success.
- An existing book of business a plus but, if you leave behind your current book do to a non-compete, we have existing accounts that can be assigned to service as part of your compensation package.
- Have excellent time management skills, thrive in a team environment, technology and computer proficiency including agency management systems.

Benefits/Perks:

- Competitive base salary + commission.
- Health Insurance, 401k with Employer match.