

## **Personal Lines Insurance Producer**

Risk & Insurance Consultants, Inc. in Atlanta, GA is currently seeking a highly motivated, experienced Personal Lines sales agent to join their team. This individual will be responsible for generating new business from outside the organization as well as cross-selling to our large commercial client base. The candidate must have outstanding interpersonal skills, a commitment to team culture, be results driven, and possess strong organizational skills.

### **Experience and Knowledge:**

- Experience in customer service with a proven track record of success in professional sales
- Currently licensed in Property & Casualty insurance
- College graduate preferred

### **Skills and Abilities:**

- Hard working attitude dedicated to growing a book of business
- High energy level with goal orientation
- Self-starter with a focus on one's own responsibilities while also being a team player
- Strong comfort level with cold calls and group presentations
- Demonstrates the attributes of a leader within the organization
- Ability to thrive in a fast paced environment that requires frequent multi-tasking
- Proficiency with common business computer software – experience with AMS360 a plus
- Ability to make analytical decisions geared toward problem solving
- Exceptional listening and verbal/written communication
- Ability to establish rapport with carrier partners, prospects, referral sources and clientele
- Strong organizational and interpersonal skills

### **Duties and Responsibilities:**

- Produce the sale of personal lines insurance products to meet new business goals
- Quote and sell appropriate protection solutions to prospects after a thorough analysis of their risk exposure
- Cultivate, grow and follow up with the agency's commercial client contacts for personal lines product sale opportunity
- Participate in networking events and groups to grow a sphere of influence that will generate referral business within the community
- Solicit referral leads from satisfied clients
- Provide excellent customer service response to existing clients which can include consultation, policy changes, claims and remarketing
- Maintain an accurate working knowledge of carrier guidelines, systems and appetites
- Follow all agency operating procedures and protocol without waiver

### **Compensation package negotiable**

All positions at Risk & Insurance Consultants, Inc. require an applicant who has accepted an offer to undergo a background check.

To apply, please submit your resume to [sjerkins@riskinsuranceco.com](mailto:sjerkins@riskinsuranceco.com)