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### **Producer/Outbound Sales**

You control your earnings - If you are motivated, persistent, and willing to learn, there's no better place than Brands Insurance!

Brands Insurance Agency is a family owned **Independent Insurance Agency and Brokerage** specialized in commercial trucking, providing our insureds with top notch customer service and representing them to the strongest insurance carriers in the industry.

**Come work with the best**, most experienced commercial truck insurance agents in the business, working with the finest fleets in the Midwest.

### **Primary Responsibilities**

- Filter through your **company supplied lead list** to determine the best potential customers to pursue
- **Build relationships with key decision makers** in trucking companies, listening to their needs and learning about their operations in order to provide the best possible insurance package
- Maintain that relationship throughout the policy term, staying in touch with customers and proactively propose changes to their insurance coverage at renewal based on what you've learned throughout the year
- Work closely with underwriters and representatives from the **20+ Insurance Companies and MGAs we represent** to match our customers' needs with what the insurer offers
- Keep record of conversations and correspondence in our **Agency Management Software – custom built in-house** around our employees to make them as efficient as possible, maximizing the time they spend doing what they do best

## **Skills/Qualifications**

Required:

- 2+ years of sales experience
- Experience in the Transportation Insurance industry
- Active Property and Casualty Insurance License
- Confident, persistent, and driven by results
- Highly effective communication skills through any channel necessary to reach customers and prospects
- Willingness to travel and a current and valid US Driver's License

## **Benefits**

- Paid Time Off and Holidays
- Sponsored Health, Life and Dental Insurance, and Aflac supplemental insurance
- 401K Retirement account with employer contributions
- Company events, meals, 5k/10k races, etc

As a successful family owned company, Brands Insurance prides itself on being a fun, challenging place to work with ample opportunity to build a great career. We offer competitive pay and benefits and generously reward outstanding job performance.

Please send your resume to [careers@brandsinsurance.com](mailto:careers@brandsinsurance.com)