



Managing Agent/Insurance Sales

For over 7 years, Insure-Link, a Property & Casualty insurance agency, has served communities and families by providing quality insurance with affordable rates and excellent customer service. We specialize in Homeowners Insurance, High Value Homes, Flood, Condo, General Liability, Auto and Specialty Vehicle. If you aspire to be the face of a dynamic organization and be part of an exceptional team of professionals who believe in the highest level of Customer Service, we welcome you to be a part of our team.

This position will be responsible for managing, directing and driving agency sales for personal and commercial lines business. The position oversees the day-to-day operations of the agency and implements programs to meet short-term and long-term goals for growth.

If you wish to apply internally, please email a statement regarding your interest with a copy of your most recent resume to tforman@fednat.com. Please take a moment to review the position responsibilities and requirements below for the position of Managing Agent

Knowledge:

- Create a high performance sales climate;
- Seek out new clients and develop clientele by networking to find new customers and generate lists of prospective clients;
- Monitor client preferences to determine focus of sales efforts;
- Generate sales, new creative marketing concepts and high level of customer service;
- Maintain a high retention rate on existing book of business;
- Review operational records and reports to project sales and determine profitability;
- Develop marketing strategies to compete with other companies;
- Establish and maintain vendor relationships;
- Assess marketing potential of new and existing products, considering statistics and expenditures;
- Direct and coordinate activities involving sales of insurance products and review activities of sales and service accounting and recordkeeping;
- Possess a clear understanding of agency financials and impact with the ability to prepare and approve budgets;
- Manage a team of agents and service personnel and motivate and develop team for success

Skills:

- Exceptional Interpersonal and Customer Service communication skills; written and oral
- Strong leadership and development skills
- Strong negotiating skills
- Demonstrate sound judgment and decision making
- Problem solving skills
- Organized and detailed
- Understanding of Agency Management Systems
- Proficient computer skills including Microsoft Word and Excel
- Strong in written and oral communication

Education and Experience:

- High School or some College

- 220 License
- 5-7 years of Agency experience (including management of personnel)

Preferred by not required:

- Bilingual (English/Spanish)