



Territory Manager - Palm Beach, FL

For over 20 years, Federated National, a Property & Casualty insurance carrier and claims adjusting company has served communities and families by providing quality insurance and claims services, specializing in Homeowners Insurance, High Value Homes, Flood, Condo, General Liability Insurance and more.

Our team of experienced insurance professionals is dedicated to providing exceptional products and services. Our exceptional service model has earned us an “A+” rating with the Better Business Bureau and our strong leadership continues to be the key to our continued success.

If you aspire to be the face of a dynamic organization like Federated National and be a part of an exceptional team of professionals who believe in the highest level of Customer Service, with respect, compassion and genuine concern for our clients at the forefront of all we do. We welcome you to be a part of our team in achieving these goals.

If you desire to be a part of Federated National, please take a moment to review the position responsibilities and requirements below for the position of **Territory Manager – Palm Beach County Florida** and submit your resume to: HR-Recruit@FedNat.com.

Knowledge:

- Develop strategic sales approach to meet agent needs by identifying and managing unique needs and risk factors relative to product positioning;
- Manage the process of developing effective work relationships with key markets and identifying potential opportunities;
- Consult with Product Development, Underwriting and other internal departments in developing the overall sales strategy;
- Create a high performance environment. Clearly outline and communicate objectives determining best course of action to achieve results;
- Formulate plans to extend business with established General and Retail Agents;
- Evaluate the financials and servicing of existing and new agents to assist in acquire new accounts and develop clientele by networking and prospecting;
- Evaluate potential new agent profile and communicate agreement including appointing and training agents;
- Set-up, train and maintain software programs;
- Provide an educational perspective on product features, advantages and disadvantages of various policies to promote sale of insurance plans;
- Reporting of product and loss ratios/cancellations for management of current active agents;
- Correspond with agents regularly using a variety of communication mediums, updating changes in programs and procedures;
- Represent company at trade association meetings i.e. FAIA, SAIA, NAPSLO, PCI, AAMGA, etc.

Skills:

- Exceptional Interpersonal and Customer Service communication skills; written and oral;
- Initiative and ability to think logically and critically;
- Ability to work independently and with minimal supervision;
- Strong time-management and organization skills;
- Strong computer skills with a penchant to adapt easily to learning new software and procedures.

Education & Experience:

- All applicable insurance state licensing required;
- Minimum 4 years' experience in the insurance industry;
- Some college preferred.

Federated National is an Equal Employment Opportunity Employer, DFW, offering a comprehensive benefit program including, Medical, Dental, Life Insurance, 401K, Tuition Reimbursement, with a great management team and working environment.