



## **Sales Manager**

For over 20 years, FedNat, 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 FedNat 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 FedNat, please take a moment to review the position responsibilities and requirements below for the position of **Sales Manager** and submit your resume to [HR-Recruit@FedNat.com](mailto:HR-Recruit@FedNat.com).

### ***Knowledge:***

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

### ***Skills:***

- Strong leadership and development skills
- Demonstrate sound judgment and decision making
- Problem solving skills
- Organized and detailed
- Strong familiarity with technology
- Strong in written and oral communication
- Excellent customer service

***Education & Experience:***

- High School Diploma or some college preferred
- 2-20 License
- 4+ years of Agency experience (including management of personnel)
- Homeowners, Auto and Commercial Experience required

FedNat 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.