

Account Executive – Producer for Commercial Lines

About United Western Insurance Brokers (UWIB)

UWIB is a forward-thinking boutique agency with roots steeped in tradition. What does this mean? It means that we offer our clients the latest in digital tools, while supporting them with old fashioned customer service.

Why you should work with us

Looking for less bureaucracy and an **experienced team to partner with**? At UWIB you can **implement your ideas** to generate leads and grow a book of business.

UWIB would love to connect with you so that we can discuss how to **empower your growth**. We want to partner with producers who are **eager to generate new business** and not sit in an office all day. We promise to support you in **marketing and networking strategies** that you design, implement, oversee, and grow.

Mission of the Account Executive

Establish and Grow the following:

- **Commercial Lines** Book of Business comprised of small to mid-sized businesses
- **Benefits** Book of Business that provides Benefits services to small to mid-sized businesses
- **Personal Lines** Book of Business comprised of Multi-Policy successful individuals

Desired Outcomes of this Role

- Sell over 15 new business policies per month
- Design and implement marketing strategies to attract new clients
- Identify and build on networking group opportunities and centers of influence
- Strive to maintain a ratio of at least 93% client retention
- Be available to connect with prospects on their schedule. This includes responding to web forms in the evening and on weekends.

Critical Competencies – You would be described as having:

- **Integrity** – Do what is right, not what is easy
- **Hunger** – Eagerness to succeed and generate new business
- **Motivation** – Being able to continue production even as stumbling blocks occur
- **Respect** – Be respectful towards clients, carriers, and co-workers
- **Organization** – Coming up with structured plans and seeing them through

Requirements

- Bachelor's degree or equivalent combination of education and experience
- Minimum of 2 years related insurance work experience
- Requires a current P&C insurance license

Requirements

Interested in applying for this position? We'd love to hear from you! Email us: helpdesk@uwib.com