



“Executive Search for the Insurance Industry”

Position Description

Title: Personal Lines Producer, Private Client Advisors Group
Base Salary: Salary + Bonus, Health and other Fringe Benefits
Location: San Francisco, California

BACKGROUND

Our client is an insurance broker with locations throughout the United States and Canada. Our client offers personal service, individual attention and the ability to respond quickly to its client base and provides an environment that allows those who meet and exceed expectation to be rewarded handsomely. Although the current economic climate is challenging, our client continues to grow, prosper and maintain their client base. As a result, their reputation for providing expertise in numerous insurance areas; being fully engaged with their clients and working to insure that their products and services are the best in the insurance industry, puts our client in the hiring mode for an experienced Personal Lines Producer in their “Private Client Advisors Group.”

In addition to a competitive base salary range and a comprehensive benefits package, a generous bonus based on performance, is included.

Our client’s office is located in beautiful downtown San Francisco, surrounded by restaurants, entertainment venues and the beauty of one of the world’s best cities.

PRIMARY ROLE:

The role of the successful candidate will be to develop client and referral opportunities to grow personal lines business among high net worth clients, primarily in the San Francisco Bay and Greater Bay Areas. The successful applicant will also be responsible for account management, but the primary responsibility will be on finding and developing new personal lines accounts.

QUALIFICATIONS:

- Ability to interpret information from multiple sources, including understanding a large number of products and services.
- Must possess drive, determination, and self-motivation.

- A strong sense of ethics, integrity and commitment.
- Have experience consulting with affluent clientele, financial advisors and other business partners.
- A demonstrated ability to broker effectively with clients and insurance companies.
- Excellent interpersonal skills are required.
- Ability to motivate and interact with Claims personnel.
- Effective organizational skills and a keen eye for detail.
- Excellent verbal, written and computer skills will be assumed.
- Ability to apply mathematical concepts.

ADDITIONAL RESPONSIBILITIES:

The successful candidate, as Personal Lines Producer, Private Client Advisors Group, will be responsible for:

- Developing and delivering presentations.
- Developing proposals and quotes.
- Overcoming issues and objections to close the deal.
- Reviewing potential clients' coverage and identifying opportunities to improve on it.
- Developing client opportunities and referral opportunities and presenting our "client's approach" to the individuals and families who meet the high net worth profile.
- Developing and executing a business plan.
- Handling the day-to-day responsibilities of the position.

Our client offers an excellent work environment, a full range of benefits, including medical, 401K, and vacation.

For Immediate Consideration:

Please reply in confidence to: info@thepeople.com and reference job code SF#49.

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