Producer

Worthy Insurance Group, a national Property & Casualty Insurance Brokerage with locations in Skokie, IL and East Lansing, MI is looking for a Sales Producer. This position requires an innate drive to succeed, an entrepreneurial spirit, a desire to learn and creative problem-solving skills.

Who We Are:

Worthy Insurance focuses on providing creative insurance solutions to the healthcare, social service, and real estate industries. Taking care of people and their businesses while protecting their livelihoods and assets is at the core of what we do. Worthy empowers our employees to grow with personal and professional development opportunities. We thrive in a culture that encourages our employees to be active in our communities and industry. We work hard, but we love to have fun!

Worthy employees enjoy:

- 401k with company match
- Health, Dental, and Vision Insurance
- Company sponsored short/long-term disability and life insurance
- Gym Membership in WiFi building
- Insurance education bonus program
- Nationwide travel for client and prospect visits
- Paid Time Off for Volunteering

Key Responsibilities:

- Implement marketing strategies to develop a strong network of prospective clients.
- Conduct phone, face-to-face and social media prospecting.
- Solicit referrals from clients.
- Develops, follows, and completes sales objectives to meet agency defined metrics.
- Conduct sales presentations with the intent of selling insurance product.
- Develop a book of business that is profitable for both the agency and carriers.
- Develop and maintain meaningful relationships with clients and carriers.
- Utilize all tools and resources available to you to maximize work performance, including participation in IJA webinars, carrier resources, and agency Sales Manual.
- Utilize effective communication internally including, but not limited to the Risk Management team, Servicing team, and Finance team.

Qualifications

Preferred

- College Degree OR equivalent work experience
- 3+ years of Property & Casualty Insurance experience
- Property & Casualty agency management system

Required

- Proficient with computers and standard Microsoft software packages
- Excellent oral and written communication
- Creative problem-solving skills
- Superior analytical skills to determine prospective client needs
- Exceptional time management and attention to detail
- Property & Casualty license OR ability to pass the exam within 30 days of hire