

COMMERCIAL INSURANCE PRODUCER



BIS is an independently owned benefit and commercial insurance broker located in Roswell, GA. Our mission is to serve others through responsive insurance advising. We aim to excel in our industry while maintaining our commitment to service, integrity, faith, and excellence. We have an unwavering commitment to both our employees and our clients. This has earned us the prestigious recognition of being named one of the Best Places to Work by the Atlanta Business Chronicle for multiple years, as well as one of the Best Places to Work in Insurance.

Why Join Us?

Are you a competitive, self-motivated individual who thrives in a fast-paced environment? The Commercial Insurance Producer role offers unlimited income potential, a focus on building relationships, and the opportunity to grow a successful client base. If you're passionate about sales, enjoy challenges, and are seeking a long-term career with exceptional work-life balance, we want to hear from you.

KEY RESPONSIBILITIES

Pipeline Development:

- Build and maintain a qualified prospect pipeline through proactive outreach, including cold calling.
- Utilize agency-provided prospecting tools to generate leads.
- Respond and follow up with all agency-provided inbound leads in a timely manner.

Sales Execution:

- Independently manage the sales cycle from initial contact to closing deals, with support from mentors as needed.
- Leverage mentorship from experienced professionals to support your development and success.
- Demonstrate strong numerical and interpersonal skills and a willingness to learn contract language.

Client Consultation:

- Provide tailored insurance solutions to meet client needs and ensure satisfaction.
- Act as a trusted advisor by positioning our offerings to enhance client success.
- Diligently pursue carrier and market quotes.

CRM Management:

- Use the internal CRM system to track leads, monitor progress, and optimize outreach strategies.

QUALIFICATIONS

- Must meet our value system.
- Property and Casualty License helpful but not required at time of interview. It would be required to take the position.
- Proficient in Microsoft Office.
- Strong communication skills, both written and verbal.
- Ability to multitask, establish priorities, and quickly build rapport with clients and prospects.
- Self-motivated, deadline-oriented, and committed to continuous skill development.

TO BE A TEAM MEMBER AT BIS, WE REQUIRE THESE VALUE SYSTEMS :

Follow Through

Solve all items and provide updates

Humble

Not arrogant

Heart to Serve

Genuinely care about others

Integrity

Do the right thing

Heart to Learn

Care about your craft and want to improve in life

Perspective

Don't take yourself too seriously, and family is priority

