



COMMERCIAL SALES UNDERWRITER

Concorde General Agency, Inc. has opportunities to work for an independently owned general agency in our office or from a remote setting as a Commercial Sales Underwriter to service and grow a Commercial Excess & Surplus lines book of business! You will work first-hand to help our 70,000 policy holders sleep better at night, knowing that we have their back in the event of a catastrophic loss. We partner with over 1,800 independent insurance agents to provide specialty insurance products across the upper Midwest.

KEY RESPONSIBILITIES

- Set goals and create action plans to sell our Commercial products and services through our existing network of contractors.
- Meet agency profitability and production objectives by underwriting new commercial business, renewal policies and policy endorsements in our Commercial/Excess & Surplus department.
- Promote the benefits of our Commercial product lines to agencies by regular telephone contact and personal marketing campaigns.

WHAT WE REQUIRE - Bachelor's degree Business, Risk Management or other related field or equivalent work experience. Minimum 2 years of Property and Casualty underwriting experience, Excess & Surplus experience preferred. Strong sales and marketing skills a must, business acumen, interest in continued education and professional development. Completed insurance courses such as CIC, CPCU, or comparable designations preferred. Excellent understanding of commercial property and casualty coverages and endorsements. Knowledge of insurance general agency contracts and carriers for example, Nautilus, Nationwide E&S Specialty and Western World .

THE PERFECT CANDIDATE – Must be customer focused and a self-starter with charm and enthusiasm. Goals and results oriented with sound time-management and negotiating skills. Excellent interpersonal, communication and presentation skills (both written and verbal) to connect quickly in a persuasive selling style. Strong PC skills and Microsoft Office product knowledge. Flexibility to work within various underwriting and processing systems. Ability to work independently and as the part of a team. Sales and production driven with a proven track record of successful sales experience. Detail oriented with strong problem resolution and research skills.

WHAT'S IN IT FOR YOU - Join our company culture of work and family life balance, training/mentoring, continuous learning and development and company fun and philanthropy events! Base pay and generous commission with no limit on earning potential, benefits; including medical, dental, vision, life and disability insurance, extended sick time and paid time off, Retirement/401(k), Flexible Benefits, Bonus and Commission programs, Profit Sharing program including company match, employee development and education assistance and professional/industry designation programs and reimbursement.

Concorde General Agency, Inc. is an equal opportunity employer. We consider qualified applicants without regard to race, color, religion, sex, national origin, sexual orientation, disability, gender identity, protected veteran status, or other protected class.