

Lawley

INSURANCE | EMPLOYEE BENEFITS

Business Development Associate

Position Focus:

- Prospecting new business opportunities for P&C and Benefits Insurance Advisors; participate in designated insurance education and training activities to learn the Insurance industry
- Consistently engages in supporting the sales function of business by making outbound calls
- Create opportunities for our Insurance Advisors to meet with decision makers
- Develop working relationships with clients, company and agency personnel
- Follow the entire life cycle of that prospect, up to and including the sale, with the potential of rewarding commissions
- Support all Lawley initiatives as requested, guided by company values, sales culture, business needs and scorecard

Successful candidates possess:

- College degree preferred; minimum of 3 months experience in a sales or customer service position
- Ability to prioritize and meet deadlines
- MS Word, Excel and Outlook desired; Epic and Salesforce experience a plus
- A strong desire to have a career in Sales and develop as an Insurance Advisor
- Enthusiastic passion to embrace all training opportunities to learn the insurance business
- Ability to work well independently and on a team
- Incredible attention to detail and organizational skills
- Ability to learn quickly, expand tasks to create meaning, and develop knowledge through experience
- Positive attitude, even in a fast paced environment
- A passion to make customers and coworkers feel important and valued
- Capability to work quickly and efficiently
- Independence and ability to exercise confidentiality
- Precise communication skills, even under time constraints

