

Lawley

INSURANCE | EMPLOYEE BENEFITS

Personal Insurance Account Executive

These are the *fundamental* components of the job:

- Prospecting, soliciting and selling new Personal Lines accounts and developing centers of influence
- Developing, following and reaching sales objectives and new business sales goals
- Responding to referrals quickly and effectively
- Recommending appropriate coverages for clients and preparing rating quotes and proposals
- Presenting to prospective and existing clients
- Completing applications and related documentation for submission to appropriate carriers

Other *functions* of the job:

- Referring current and prospective clients to Commercial and Employee Benefit lines for cross sell opportunities
- Expand and grow in your role when supporting miscellaneous duties as requested

Skills / traits that we value for this role:

- At least three years of experience in a similar or related position
- Excellent sales and negotiation skills with a customer service focus
- Relevant knowledge of personal lines insurance products, underwriting procedures, and insurance documents
- Microsoft Office experience and skills are a must
- Ability to work well independently and on a team
- Incredible attention to detail and organizational skills
- Property/Casualty License
- Open to continuing education, college degree preferred
- 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
- Methodical, yet swift decision-making skills
- Precise verbal and written communication skills, even under time constraints



'Lawley provides equal employment opportunities (EEO) to all employees and applicants for employment without regard to age, race, creed, color, religion, sex, sexual orientation, national origin, citizenship, immigration status, gender identity or expression, military status, familial status, marital status, disability or genetics.'

A bit about Lawley!

- We are not a call center environment
- We achieve success by building genuine relationships together, with our teams and clients
- We are a family owned insurance broker (nearly 70 years!)
- We are deeply committed to the communities we serve and love to get involved
- We work hard and play hard!!!

Why Lawley?

- Competitive salary and referral bonuses!
- Expansive Benefits (Medical, Dental, Vision—and SO many more)
- 3 weeks of PTO (prorated based on start date) AND a generous holiday schedule – available 1st day!
- Company 401K contribution received starting Day 1 (for participants 21+ years old)
- Educational support, career development, and growth opportunities
- Job Security (we've never had a lay-off, even during the pandemic)
- Flexibility, including hybrid schedules! Business hours 8am-4:30pm
- Comfortable, family-oriented culture, with an emphasis on work life balance
- Unlimited Volunteer Time Off opportunities (so you can assist in serving our communities)
- Fulfilling opportunities that align with your career path and our business needs

The compensation range for this position takes many factors into consideration including but not limited to: years of experience/training, skill set, and licenses/designations. It is not typical for an individual to be hired near the top of the range for a position as circumstances and location can vary in every hiring situation. A reasonable estimate of the current range is \$51,498.15 to \$85,830.25.

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