



Company: Renaissance Insurance Group, LLC
Job Title: Sales Executive
Department: Sales
FLSA Status: Exempt
Prepared Date: October 2018
Remote Worker: Yes, must live within New England states

SUMMARY

Our ideal Sales Executive is a highly motivated, energetic, self-reliant professional responsible for adding new agency members to the Renaissance Insurance Group model. She or he identifies qualified prospective agencies and delivers a compelling value proposition to potential agencies, culminating in meeting or exceeding sales expectations. This is a results oriented role, with 100% of focus on selling the Renaissance brand to bring on new qualified agency members.

Renaissance Insurance Group is the industry leader for independent agency networks, with innovative high growth plans. Those with an innate drive to win will be a great fit for this role and rapidly expanding organization.

EDUCATION and/or EXPERIENCE

- ◆ Sales experience is required.
- ◆ Knowledge of terminology, coverages and products within the commercial lines and personal lines insurance industry not required, but an advantage.
- ◆ Understanding the specific sales process associated with selling solutions, enterprise software and technology products or services will be a strong advantage for the candidate.
- ◆ Demonstrated presentation skills, persuasive and negotiation skills, excellent verbal communication, organizational and interpersonal skills are a must.

ESSENTIAL DUTIES AND RESPONSIBILITIES include the following. Other duties may be assigned.

- ◆ Conduct research on prospective agencies and maintain a database of new agency opportunities
- ◆ Communicate with potential agencies via email, phone and in person to effectively identify their needs
- ◆ Set appointments with prospective agencies
- ◆ Proactively guide and manage the sales process utilizing best practices with prospective agencies and internal key stakeholders
- ◆ Maintain a strong and consistent sales pipeline, while driving efficiencies in the overall sales cycle
- ◆ Develop a mastery of company's solutions and products, closely follow industry trends, and build key relationships
- ◆ Establish and maintain relationships with industry influencers and strategic partners, exploring revenue generating opportunities and promoting Renaissance Alliance name recognition, products and services
- ◆ Adhere to company best practices



SUPERVISORY RESPONSIBILITIES – None at this time.

COMPETENCIES

To perform this job successfully, an individual must have the following competencies to be able to successfully perform each essential duty.

- ◆ Demonstrates drive, initiative, energy and sense of urgency in acquiring and serving agency clients
- ◆ Results oriented with ability to create relationships
- ◆ An entrepreneurial mindset
- ◆ A good listener
- ◆ Ability to learn and absorb new products quickly and rapidly adapt to changing business and customer demand
- ◆ Great customer service and communication skills
- ◆ Coachable with a passion for learning and professional development
- ◆ Inherent influence skills with informal leadership abilities

Remote working allowed within the New England states footprint (CT, MA, ME, NH, RI, VT)

Compensation range negotiable based on experience level. Base salary plus bonus commission, earned on production results.