



PROPERTY AND CASUALTY PRODUCER

Job Description

RMC Group is looking for a Property and Casualty Producer to join our team! The Property and Casualty Producer is responsible for initiating new revenue by developing new clients that meet our ideal client profile. This person will ensure a consistent flow of new revenues to the company as stated in the annual individual sales goal. They must maintain these business relationships with trust and integrity by using all means of communication: email, phone, and in-person meetings.

Responsibilities

- Researches and identifies prospects that may meet our ideal client profile
- Makes initial contact with qualified prospects
- Meets with prospective and existing clients to develop a positive business relationship
- Identifies key decision makers, clients or prospects risks needs and determines the services, products, and combinations that will best serve and address the client/prospect's issues and objectives
- Supports sales efforts by adhering to department operations and providing timely and accurate prospects data in order to track and monitor activities for management reporting and sales forecasts
- Keeps up to date on prospects' current issues
- Ensures timeframes and deliverables are met in the sales process
- Transitions new accounts to the client team seamlessly
- Actively participates in industry associations, organizations, and/or boards and charities
- Generates new leads to continue expanding business through networking, social media, and referrals
- Develops an industry focus (major/minor) supporting the growth areas of the office
- Understands and complies with RMC's standards of compliance and transparency
- Meets or exceeds monthly sales goals

Qualifications

- Passion for relationship building and selling
- Strong presentation and negotiation skills
- Confident, friendly, and outgoing personality
- Resilience, persistence, and willingness to cope with rejection
- Excellent organization and time management capabilities
- Thrive as an individual and as part of a team
- Ability to effectively communicate with colleagues and clients
- Travel required within designated state
- Property & Casualty required
- Life and Health licensed preferred, but not required
- Bachelor's degree preferred, but not required
- 5+ years of Middle-Market or Large Commercial **sales** experience with a proven track record
- Experience with Applied TAM and/or EPIC agency management systems preferred, but not required
- Excellent PC skills including Excel, Word, Outlook, and PowerPoint

Location

Designated Cities Nationwide

**Job Type**

Full-Time

About RMC Group

RMC is an international provider of risk management and actuarial consulting services. RMC specializes in the design and administration of innovative risk management and insurance products for the small-to-medium sized business. RMC offers a wide range of services which includes property & casualty solutions, life, health & annuity solutions, traditional insurance, insurance-based corporate finance solutions, comprehensive risk management, along with a wide variety of employee benefit plan programs and solutions. Visit rmcgp.com for more information.