

## **Professional Liability Producer RiskPoint Insurance Advisors**

### **About Us:**

RiskPoint Insurance Advisors is a premier provider of personal and business insurance solutions. With offices in Portland, OR and Seattle, WA, our team is made up of skilled individuals with extensive experience in providing insurance and consulting services to businesses throughout the United States. We are passionate about helping our clients achieve their goals every single day and strive to be their go-to-resource when it comes to insurance needs.

### **The Role:**

We are seeking a Professional Liability Producer who shares our same passion and is ready to grow with our business needs. In this role, you can expect to:

- Responsible for prospecting, networking, and producing new professional liability business insurance policies and accounts as well as the renewal and retention of existing accounts in the Real Estate, Legal, and Financial Services industries on a national basis.
- Create and execute a new business plan utilizing the branded sales toolkit to win new business.
- Solicit and write new policies; actively identify and act on cross-selling opportunities; prospect and generate new business through leads and referrals.
- Build intentional relationships inside and outside the community with future sales in mind.
- Provide superior customer service as a point of contact for carriers and clients.
- Educate and advise clients' regarding all pertinent aspects of coverage, assessing needs and exposures, and recommending insurance solutions where appropriate.
- Obtain information for quotations and market account to various insurance carriers with assistance of support staff.
- Ensure arrangements with client regarding timely premium payment and payment collection, if necessary.
- Effectively build relationships with insurance company underwriters through a pattern of professional risk submissions, company visitations, and negotiations
- Work with the Account Managers to complete pre-underwriting, information gathering, submissions, coverage analysis, and proposal presentations if needed.
- Accurately maintain prospects, new, and renewal business in the agency management system and CRM database to allow for proper analysis of trends when gaining or losing business; work with executive management to continually analyze and strengthen areas of opportunity.
- Remain current in the commercial marketplace: carriers, underwriting requirements, lines of coverage, compliance, etc.

The ideal candidate will hold a current Property and Casualty Producer license and have three or more years of progressively responsible experience in an insurance sales position or similar environment. He/she must have thorough knowledge of all insurance lines. He/she must be an independent self-starter who is able to sell and develop strong business-to-business relationships. He/she must possess above average computer knowledge/skills. The ability to demonstrate independent decision-making, time management and accuracy in processing transactions is a must.

### **Why RiskPoint:**

Below are just a few of the many reasons you should consider a career with RiskPoint:

- **Rewarding career advancement:** As a fast growth company, we offer an ideal launchpad for talented, driven individuals who seek a challenging and rewarding career in the insurance industry.
- **Competitive compensation and benefits:** RiskPoint offers a comprehensive benefits and compensation package, which includes employer-paid medical, dental, vision, life and long-term disability coverage and a 401(k) match. In addition, most positions accommodate some degree of remote work.
- **Fulfilling mission:** We exist to help others protect the people and things they love.

### **How to Apply:**

Does the Professional Liability Producer role sound like the perfect match for your skillset? We would love the opportunity to review your resume for consideration. Please apply online at

<https://hats.totalcsr.com/apply/a025w00000yEBp8AAG>