



(954) 941-0900

LIGHTHOUSE POINT, FLORIDA

COMMERCIAL LINES RISK ADVISOR

ARE YOU SUCCESS-DRIVEN IN THE COMMERCIAL LINES INSURANCE WORLD?

Bateman, Gordon & Sands, established in 1947, is seeking experienced Commercial Lines Insurance Risk Advisors to join the growing team of a dynamic, well-respected, independent insurance agency in South Florida.

The ideal candidate is someone who has strong technical knowledge of the property and casualty industry, is accustomed to providing world class service to clients, and is able to build and maintain long-term relationships with clients, carriers and internal stakeholders.

Our Risk Advisors have unlimited earning potential, tremendous freedom and no restrictions other than to bring in the ideal BGS client while representing the firm ethically and with the highest professional standards.

If you are a self-starter who is driven, active, loyal and is a consulting-oriented business hunter who is passionate about helping others, can think outside the box and has a strong desire to personally succeed, we want to speak with you immediately.

We Will Count On You To:

- Actively prospect for and close Commercial lines of business
- Effectively, communicate with prospects, support staff and clients on a day to day basis to service their insurance risk needs
- Develop sales strategies to achieve targeted goals and enhance long-term relationships with clients while promoting BGS in the community
- Represent yourself and BGS in a professional manner with the highest integrity in all of your interactions

What You Need To Have:

- 3+ years of experience in Commercial Lines insurance sales or related business to business sales
- Strong and/or developing understanding of Property & Casualty Insurance
- Must be personable and highly motivated to grow personal success
- Exceptional relationship building skills
- Consultative, positive and resourceful approach to dealing with prospects, clients and associates
- Superior written and verbal communication and presentation skills
- Excellent listening skills with strong customer focus
- Bachelor's degree
- State of Florida 2-20 license

What We Have To Offer:

- A dynamic and positive culture
- Competitive compensation
- Group benefits including medical, dental and vision insurance
- Company paid life and long-term disability insurance
- 401(k)
- Ongoing professional development opportunities
- PTO and paid holidays

For consideration, please forward your resume to cbarnes@bgsagency.com or through our website at www.bgsagency.com.