

Risk Management Advisor Insurance Producer

\$40,000-\$50,000 Starting Salary

Supporting A Lasting Impact For Those Who Make A Difference

Caudill Thornquist Group is a growing agency specializing in Nonprofit, Human Services, and Ministry insurance. We assist our clients with making informed decisions about their insurance needs and help create risk management plans to mitigate losses.

Our goal is to bring additional value and simplify the insurance experience of our clients. We do this by building meaningful relationships with current and potential clients, getting to know what their passion is, and discovering how we can help them succeed. We are looking for a bright, sales-minded professional who has a passion for serving others and wants to work in an energetic, positive environment.

Our office is located in Grand Blanc, for this job you will be serving a sales territory of Michigan and Northern Ohio.

Starting Base Salary: \$40,000-\$50,000 - Health insurance available after 90 days

Responsibilities

- Build meaningful relationships with clients, adding value, and following-up with clients on a regular basis
- Develop leads, schedule appointments, and identify client needs
- Approach clients via cold call, networking, or referral
- Gather all necessary information from the client to accurately quote risk
- Explain the differences in policy specifics so clients can make informed decisions about their insurance
- Respond to clients' questions and concerns
- Participate in continuing education programs in both insurance and sales
- Work with CTG Sales Director to establish and meet goals

Qualifications

- Self-Motivated
- 3+ years' experience in sales (insurance specific not required)
- Effective communication skills in writing and interpersonal communication; in-person, phone, and email
- Ability to explain complex issues and concepts to clients for full understanding
- Minimum education - Associates Degree

Application Process

Please submit resumes to contact@caudillagency.com; a response will be returned within 24hrs.