

Brown & Brown Insurance is a leading provider of commercial insurance, employee benefits, and personal insurance solutions. We are looking for motivated, disciplined, and driven individuals to join our team! If you are a self-starter with a persistent desire to succeed, becoming a Brown & Brown teammate can introduce you to a career with virtually unlimited possibilities.

We are a big company that doesn't operate like one. With a decentralized sales and service model, the rigid rules and bureaucratic red tape of a traditional national broker are minimized to drive entrepreneurial ideas focused on delivering solutions and local service to our customers.

Job Title: Producer

Department: Employee Benefits

Summary:

Brown & Brown Gulf States is seeking an energetic, driven and disciplined individual to join our Employee Benefits sales team. This role will give you the opportunity to work independently and in a fast-paced, dynamic team environment. The ideal candidate will have excellent relationship building skills, is self-motivated, and highly competitive. We offer a "best of both worlds" opportunity for experienced insurance professionals.

Responsibilities:

- Identifying prospects for business from existing and prospective clients
- Maintaining a consistently strong and active new business pipeline
- Generating leads through the development of professional relationships, cold calling, community involvement, and internal referrals
- Developing new relationships with individuals responsible for insurance and risk management decisions at prospective clients
- Aggressively identifying and pursuing cross-selling opportunities amongst existing clients
- Obtaining referral leads from existing clients
- Participating and taking leadership roles in targeted civic and professional associations
- Designing individual prospect sales strategies and developing unique prospect programs
- Understanding our value proposition for each opportunity and aligning the firm's resources and expertise with individual client sales strategies
- Championing the proper advocacy of claims
- Contributing to the performance management and career development of teammates

Required Skills:

- Highly competitive
- Detailed-oriented
- Leadership skills
- Excellent communication (written and verbal) skills
- Excellent interpersonal and relationship building abilities
- Possess an ability to:
 - Identify and leverage essential information and think in a critical and logical manner to solve problems
 - Multi-task in a fast-paced and dynamic environment

- Work in a client-centric strategic and decisive manner according to tight deadlines
- Computer skills including use of e-mail, Excel, Word and Internet Applications

Education & Experience Requirements:

- Bachelor's degree or 5-10 years plus relevant work experience in sales
- Proven track record of successfully developing a pipeline, cross-selling, executing on sales strategies
- Possess a reputation as a client-centric sales professional
- Technical knowledge of insurance and risk management products and services

Required Licensing or Certifications:

- Group Benefits Associate (GBA) designation is a plus
- Life, Health, and Accident license required

*Business not limited to parish of employment.

This job description is not meant to be an all-inclusive statement of the duties of the position listed above. Other appropriate duties may be required from time to time.

Brown & Brown, Inc. is an Equal Opportunity Employer. At Brown & Brown, Inc. our continued success depends on the full and effective recruitment and employment of qualified persons regardless of race, color, religion, sex, age, national origin, marital status, disability or veteran status. We are committed to ensuring equal employment opportunity for all employees and applicants for employment. It is our goal to recruit, hire and develop the best employees using only job-related qualifications. Our equal employment opportunity philosophy, in accordance with federal, state and local law, applies to all aspects of employment with Brown & Brown including recruiting, hiring, training, transfer/promotion, compensation, benefits and termination. At Brown & Brown we strive to ensure that our human resource practices are free of discriminatory practices and that employment decisions are made on the basis of job-related qualifications, including personal competence and potential for advancement.