

Regional Production Underwriter

POSITION SUMMARY:

Responsible for managing and developing assigned agents to achieve profitable results and growth from new and renewal business.

Responsible for prospecting and appointing of new agents in assigned territories

POSITION RESPONSIBILITIES:

- Responsible for monitoring production, loss ratios, renewal retention ratios and other production and quality measures of assigned agents so that company objectives relating to growth and profitability are achieved
- Contact agents through scheduled phone contact and agency visitations so that agency relationships are developed and company growth, profitability and renewal objectives are achieved
- Prepare analyses of agencies including call reports that analyze the quality, volume, mix and profitability of assigned agents and establish plans for achieving targeted goals.
- Prospect and appoint new agents in assigned territories that meet company objectives
- Maintain an awareness of market trends and competitive practices relative to products, rates and guidelines based on own research, reading of industry literature and agency visits so that recommendations to management relative to the maintenance of competitive corporate posture in the marketplace
- Assist in training of agency personnel on guidelines and TPCCConnect
- Generate monthly Agency Experience reports to assigned agents

MINIMUM EDUCATION AND EXPERIENCE:

- Associate or Bachelor's Degree in Business Administration or Insurance preferred or equivalent work experience.
- Three or more years work experience in the insurance industry with personal lines experience.
- Associated classes or courses and/or industry license or designation.

MINIMUM KNOWLEDGE, SKILLS AND ABILITIES:

- Knowledge of Insurance Industry
- Solid sales / relationship building skills
- Excellent presentation skills
- Ability to prospect for new agents and make "cold calls"
- Excellent written and oral communication skills
- Proficient in Microsoft Office
- Strong analytical skills and the ability to pay attention to detail
- Resourceful and controlled assertive behaviour characteristics

PHYSICAL DEMANDS:

- Valid driver's license and Motor Vehicle Report with no major violations
- Driving to agents' offices

WORKING ENVIRONMENT:

80% travel to agency locations (driving).