

COMMERCIAL LINES PRODUCER

Location: Grand Rapids, MI

Status: Exempt

PRODUCER OVERVIEW

Successful and rapidly growing company is seeking a qualified insurance professional to join their winning team in the greater Grand Rapids area. We seek an energetic professional interested in working with a growing organization. If you are a motivated self-starter with strong sales skills, then this is your opportunity for a rewarding career with excellent income and growth potential.

PRODUCER RESPONSIBILITIES

- Produce and retain a commercial book of business within a team module
- Develop and execute marketing campaigns with other team members
- Manage relationships with key insurance carrier personnel

BENEFITS

- Base salary
- Competitive new business commission
- Competitive renewal business commission
- Annual bonuses based on production goals
- Vesting (equity) in producer book of business
- Full benefits package
- Continuing education
- Training and professional development (ie. CIC, CISR, etc.)
- Growing and captivating work environment
- Office located in the heart of downtown Grand Rapids, within walking distance of many restaurants and entertainment options
- Covered parking directly next to offices

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REQUIREMENTS

- Strong sales skills and experience
- High school diploma
- Customer service and negotiation skills
- Strong communication skills
- Team oriented
- High integrity

PREFERRED QUALIFICATIONS

- 3+ years commercial lines property & casualty insurance experience
- Valid Michigan Property & Casualty license
- College degree
- Professional designations

APPLICATION INSTRUCTIONS

We are searching for an energetic rainmaker to join our team. We offer the opportunity to be part of a unique and dynamically growing organization. With a competitive compensation plan and exceptional growth opportunity, we are seeking rock stars for the Commercial Lines Producer role.

If you think this is the right opportunity for you, complete the application below and send to info@capsureins.com.



CAPSURE
insurance group

EMPLOYMENT APPLICATION

Application Date: _____

Position Applied for: _____

PERSONAL INFORMATION

Name: _____ Address: _____

Home Phone #: _____ Alternate Phone #: _____

Social Security #: _____

Are you currently employed? Yes No

Are you eligible to work in the United States? Yes No

Have you ever been convicted of a crime, excluding misdemeanors? Yes No

Do you have a reliable means of transportation? Yes No

Have you ever been discharged from any employment or been asked to resign? Yes No

Are you bound by any agreement(s) that would limit your ability to work for the agency? Yes No

EMPLOYMENT

Employer: _____ Phone #: _____ City & State: _____

Position Held: _____ Start Date: _____ End Date: _____

Ending Compensation: _____ Reason for Leaving: _____

Describe work performed: _____

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Position Held: _____ Start Date: _____ End Date: _____

Ending Compensation: _____ Reason for Leaving: _____

Describe work performed: _____

EDUCATION

School: _____ City & State: _____

Grade Completed or Degree(s): _____ Subject(s) Studied: _____

School: _____ City & State: _____

Grade Completed or Degree(s): _____ Subject(s) Studied: _____

LICENSES

Property & Casualty License Yes No Life License: Yes No

Health License Yes No Other Licenses: _____ Yes No

DESIGNATIONS

LIC CIC CPCU CLU ChFC CRM CISR Other: _____

DESIGNATIONS

Microsoft Word Skill Level Low Medium High

Microsoft Excel Skill Level Low Medium High

Microsoft Outlook Skill Level Low Medium High

APPLIED Skill Level Low Medium High

AMS Skill Level Low Medium High

Drip Marketing Software Skill Level Low Medium High

Other: _____ Low Medium High

Other: _____ Low Medium High

REFERENCES

Name: _____ Company Name: _____

Phone #: _____ Relationship: _____

Name: _____ Company Name: _____

Phone #: _____ Relationship: _____

NOTIFICATION & AGREEMENT

It is CapSure Insurance Group Inc's policy to afford equal opportunity to all employees and applicants for employment without regard to age, race, religion, color, sex, national origin, marital status or sexual orientation, individuals with a disability, or any other characteristic protected by applicable Federal, State or Local law.

I authorize the investigation of all statements and information contained in this application. I release from liability anyone supplying such information and I also release CapSure Insurance Group Inc from all liability that might result from making an investigation.

If employed, I agree to not engage in any outside activity that would involve a material conflict of interest with, or could reflect adversely on CapSure Insurance Group Inc. I understand that CapSure Insurance Group Inc retains the right to solely decide when such conflict exists.

If employed, I agree to hold in strictest confidence any information concerning CapSure Insurance Group Inc, its Insureds, and its Carriers that may come to my knowledge.

In consideration of my employment, if I am employed, I agree to conform to the employment policies of CapSure Insurance Group Inc, and understand that my employment and compensation can be terminated, with or without notice, at any time, at the option of either CapSure Insurance Group Inc or myself. I understand that no representative of CapSure Insurance Group Inc., other than the President, has the authority to enter into any agreement for employment for any specified period of time, or to make any agreement contrary to the foregoing.

I understand that completion of this employment application does not guarantee that I have been employed by CapSure Insurance Group Inc.

I certify that all answers given by me are true, accurate and complete, I understand that the falsification, misrepresentation or omission of fact on this application (or any other accompanying or required documents) will be cause for denial of employment or immediate termination of employment, regardless of when or how discovered.

Signed _____ Date _____