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Fargo, ND 58104
OnPointInsuranceServices.com

Commercial Insurance Producer

OnPoint Insurance Services is looking for a highly motivated Commercial Insurance Producer to join our growing team. As a Commercial Insurance Producer, you will be responsible for contributing to OnPoint Insurance's organizational growth through prospecting, quoting, and selling commercial lines of insurance to area businesses. Our ideal candidate is passionate, driven, and dedicated in helping businesses secure their future.

What You Will Be Doing:

- Prospecting for business based on your local networks, connections, referrals, and communities
- Marketing commercial insurance to companies in accordance with the practices, policies, and procedures of the company
- Determining client needs via fact finding and consultative sales approach
- Developing commercial insurance quotes, making presentations to prospective clients, and closing deals
- Servicing existing client accounts and conducting periodic reviews of coverage to ensure they maintain appropriate levels of insurance coverage
- Maximizing growth and client retention through superior customer service
- Responding quickly and efficiently to referrals
- Presenting OnPoint Insurance services and solutions at prospect meetings
- Retaining clients by maintaining solid business-to-business relationships

Your Amazing Skills and Qualifications:

- 2+ years of experience working within the insurance industry required
- ND & MN P&C License required
- Excellent written, verbal, and interpersonal communication skills, including ability to effectively communicate with internal staff and external customers
- Superior relationship building and management skills
- Confident self-starter who can work efficiently on an independent basis with little to no supervision
- Exceptional eye for detail, prioritization, and organization
- Able to work under pressure and meet deadlines, while maintaining a positive attitude and providing exemplary internal and external customer service
- Ability to work independently and to carry out assignments to completion within parameters of instructions given, prescribed routines, and standard accepted practices
- Knowledge of basic computer programs to include Windows, Microsoft Word and Excel, Internet and Microsoft Outlook