

Personal Lines Producer

Cragin & Pike, one of the most established, independent insurance agencies in Las Vegas, is hiring a full-time Personal Lines Producer / Account Executive.

Our Personal Lines Producer identifies and solicits new accounts and renews existing accounts to support agency growth and profit objectives.

This position requires:

- At least ten years of personal insurance experience, with an emphasis on high net worth clients.
- A proven track record of employing a full range of professional sales skills to result in meeting production goals and establishing gainful client relationships.
- The keen ability to discover client and account needs and identify strategic account services and products.
- The ability to develop prospects through direct solicitation, referrals, target-marketing leads, community affiliations, and other contacts.
- Developing information and recommendations for prospective accounts, presenting proposals, and writing new accounts.
- The ability to partner with the personal lines team and across the agency to monitor existing book of business for high retention, cross-selling activities, and excellent client service.
- Obtaining and maintaining all licenses to discuss or place insurance as required by the Nevada Department of Insurance.
- A bachelor's degree, or equivalent training and/or experience.
- Excellent customer service, presentation, interpersonal and verbal and written communication skills, telephone etiquette, and follow up and follow through.
- Ability to work independently, prioritize and manage workload, and identify and act upon urgent tasks.
- Experience working with various office equipment and systems including computer, copy machines, scanners, etc.

Our company offers a great benefits package including health, vision, dental, company-paid disability and life insurance, flexible spending accounts, competitive pay, profit sharing, employee discount program, and paid time off.

We are an Equal Opportunity Employer/Affirmative Action Employer, M/F/D/V. We participate in E-Verify and will provide the Social Security Administration (SSA) and, if necessary, the Department of Homeland Security (DHS), with information from each new employee to confirm work authorization.