

Hutchinson Traylor Insurance Agency
Sales Producer
Job Description

Hutchinson Traylor is an independent insurance agency with operating locations in LaGrange, Columbus, and Moultrie, Georgia. HT offers a full line of Commercial, Personal Property and Casualty products, Group and Individual Life and Health products, and various other financial services. HT offers a competitive benefits package including, but not limited to: Employer Matched 401-K and Profit Sharing Plan, Employer Subsidized Health Plan, Full Cafeteria Plan including Dental & Vision Coverage, FSA, Employer Sponsored Life and Long-term Disability Insurance, and full array of voluntary leave.

Hutchinson Traylor is currently seeking a Sales Producer for the Commercial Lines division. The Sales Producer is responsible for executing HT's sales strategy by contacting existing and potential customers, identifying their insurance needs, and coordinating the placement of coverage with insurance carriers to meet those needs. Our Producers engage in meaningful and challenging work, and are very responsive to their client's issues.

Responsibilities include, but are not limited to the following:

- Providing risk management expertise to commercial account customers.
- Developing strong client relationships that result in the sale of commercial accounts.
- Maintaining existing client relationships through a series of contacts that result in a high retention rate.
- Meeting negotiated sales goals for new business and renewal of existing customers.
- Handling client's issues through visits to their business, and by way of phone and email.
- Providing professional customer service to clientele and the community.
- Possessing a strong commitment to integrity and ethical business practices.
- Demonstrating a commitment to profitability, productivity, and agency growth.

Required Skills:

Applicants for this position should possess the following qualifications:

- Five or more years of sales experience with commercial accounts
- Advanced working knowledge of personal/commercial insurance coverages, products and usages, as well as industry operations
- Advanced working knowledge of individual life and disability income coverages, products and usages, as well as industry operations
- Ability to analyze and interpret complex contract provisions
- Ability to research and analyze problems independently
- Ability to plan, organize, implement, monitor, and adjust in our team focused environment
- Effective negotiation and closing techniques
- Strong interpersonal and communication skills
- Great customer service and organizational skills
- Proven track record of sales success, and the ability to manage time
- Knowledgeable in Microsoft Office

Preferred Skills:

- Bachelor's degree in Risk Management, Business, or related field
- Experience with Applied Systems' WinTam software
- Georgia Property & Casualty Insurance License

To Apply:

All interested applicants should send a current resume to michael.dollar@hutchinsontraylor.com.