



## Account Executive - Producer

G2 is seeking a Producer to drive sales activities - win new business – retain existing business. The Producer will develop and maintain a qualified pipeline by seeking out prospects and potential clients in the relevant areas of expertise of Non-Profit, Commercial Real Estate, Personal, and Health Benefits.

### Responsibilities:

- Maintain and manage a book of business and strong contact base
- Prospect for new business by initiating and developing new clients that meet the ideal client profile
- Develop and manage the strategic plan for each new client, from market to binding.
- Build and maintain a reputation for expertise
- Leads stewardship planning and delivery of services for each client across the internal team
- Client facing with a track record of service-centric professional, working effectively with decisions makers
- Services as a trusted business advisor on all client matters
- Coordinate and advise internal resources to ensure client service and satisfaction standards are met
- Drives the renewal process, including preparation of proposals
- Partner with leadership team on house account prospects/clients and provide consultative advice
- Pursue cross-selling opportunities, and obtain referral leads from existing clients
- Participate and take leadership roles in targeted community and professional associations

### Skills & Experience:

- 3+ years of placement or underwriting experience
- BA/BS Degree in a related field of study, or equivalent
- Active state insurance license is required – P&C, PL as appropriate
- Professional designation preferred; CPCU, CLU, CRM, CIC, or ARM
- Proven history of success building new business
- Agency management software experience – EPIC preferred
- Excellent written and oral communication skills
- Strong interpersonal skills and ability to connect with clients, colleagues, and vendors
- Hunter mentality, committed to outstanding results, with a strong work-ethic

G2 Insurance offers competitive salaries and comprehensive benefits and programs including: health and welfare, education & training, 401K, employee assistance program, career mobility, volunteer opportunities, along with many other programs. For more information about G2, please visit us at: <http://www.G2insurance.com> .

Please include in your cover letter, what it means to you to be proactive, organized and self-generating - help us understand why you are a great fit for G2 insurance and this position. We look forward to seeing your resume! [careers@G2insurance.com](mailto:careers@G2insurance.com).

G2 is an equal employment opportunity employer. Pursuant to the San Francisco Fair Chance Ordinance, we will consider for employment qualified applicants with arrest and conviction records.