



## **PROPERTY & CASUALTY PRODUCER**

### **Job Description**

RMC Group is looking for a full-time, licensed Property & Casualty Producer to join our team! Your primary responsibility will be to sell new accounts in keeping with agency and individual goals. You are also expected to build and maintain relationships with clients. You will identify and solicit sales prospects from various sources. Strategic planning is a key requirement as you will be asked to develop a pipeline of new commercial and personal insurance policies for the company. You must have a thorough knowledge of the market, as well as the ability to communicate the solutions and services that RMC can provide its clients.

### **Responsibilities**

- Develop prospects through direct solicitation of businesses
- Develop information and recommendations for prospective accounts, present proposals and adhere to agency policies and procedures for writing new accounts
- Identify and solicit sales prospects from various sources provided by agency by cold calls, mailings and phone contacts
- Solicit referrals from existing agency accounts
- Coordinate timely presentations for new business
- Maintain knowledge of underwriting criteria for carriers represented by RMC
- Actively participates in industry associations, organizations, and/or boards and charities
- Meet or exceed monthly sales goals

### **Qualifications**

- Aggressive and assertive self-starter with strong presentation and negotiation skills
- Confident, friendly, and outgoing personality who can thrive as an individual and as part of a team
- Excellent organization and time management capabilities
- Ability to effectively communicate with colleagues and clients, both written and verbal
- Willingness to travel, as required
- Property & Casualty Agent License (2-20) required
- Bachelor's degree preferred, but not required
- 5+ years of large commercial insurance sales experience with a proven track record and book of business
- Excellent PC skills including, but not limited to Microsoft Word, Excel, Outlook, and PowerPoint
- Experience with Applied TAM and/or EPIC agency management systems preferred, but not required

### **What We Offer at RMC**

- Medical, vision, and dental insurance
- Life and short/long term disability insurance
- Paid vacation and holidays
- Flextime work schedules
- 401(k) with company match
- Career advancement and development opportunities

### **Location**

California, Florida, Georgia, North Carolina, Texas, South Carolina



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### **About RMC Group**

RMC is an international provider of risk management and actuarial consulting services. RMC specializes in the design and administration of innovative risk management and insurance products for the small-to-medium sized business. RMC offers a wide range of services which includes property & casualty solutions, life, health & annuity solutions, traditional insurance, insurance-based corporate finance solutions, comprehensive risk management, along with a wide variety of employee benefit plan programs and solutions. Visit [rmcgp.com](http://rmcgp.com) for more information.