

Brokerage Manager

We are looking for an eager, self-starting brokerage manager to help grow our business. For more than 35 years, First American Insurance Underwriters (FAIU) has been a leading national insurance brokerage general agency dedicated to providing great service, solutions, education, and partnership to independent insurance advisors, brokers, and financial institutions.

Candidates should have an entrepreneurial spirit and demonstrated selling attributes/techniques. The ideal sales leader will have experience selling life, annuity, long-term care and disability insurance products to insurance brokers, financial advisors, independent broker dealers, and property & casualty providers.

The brokerage manager will own the full selling lifecycle, which includes building a network of contacts within the insurance and financial services industry, targeting strategic accounts, managing the sales process, and closing opportunities.

Essential Functions

- Build and manage a book of 100-200 active advisors. Able to increase sales from current book of advisors
- Pro-actively engage prospects, understand customer needs and develop consultative sales and account management strategies to penetrate new accounts
- Work closely with internal sales support to develop winning sales proposals for customers
- Develop and maintain long and short range sales plans. Provide accurate sales forecasting
- Track new case processing from submission through completion
- Monitor, analyze, and communicate monthly sales data to contribute to product/service planning
- Develop and enhance industry and product knowledge to effectively communicate and build credibility with independent agents and financial advisors

Experience/ Qualifications

- 3+ years' experience in an increasingly responsible sales role
- Self-starter with a proven track record of exceptional performance exceeding goals on a continuous basis
- Experience brokering life, annuity, long-term care and disability insurance products preferred
- Strong negotiation and problem solving skills
- Excellent consultative sales and customer relation skills
- Articulate and persuasive communicator (both written and oral)
- Experience building and managing a sales pipeline using a CRM solution
- Proficiency in Microsoft Office
- Must possess a strong work ethic, a positive attitude, good organizational skills, account management skills, ability to energetically drive the sales process and be detail oriented
- Conduct oneself with a focus on service excellence, fair dealing, and client-first decision making

Salary Range

- Base income and generous escalating commission to reward outstanding performance
- Top performers earn multiple six figures

