



BUSINESS DEVELOPMENT REPRESENTATIVE

This role within our company is responsible for increasing submissions, quotes and premium through the cultivation of new and existing agency growth.

Responsibilities:

- Day to day review of customer web activity to spot trends positive and negative and addressing these trends immediately.
- Establish a relationship with the principal and/or key contacts and making sure we are doing business with the right people.
- Establish an active relationship and meet regularly with the broker/underwriting teams on strategy and tactics including travel and follow up.
- Continuous communication and timely follow up with customers to determine any additional opportunities.
- Systematic prospecting and coordinating meetings with potential new customers and with current customers that have not reached their potential with our Company.