

## **Commercial Business to Business Insurance Sales – Regional Vice President**

### **OVERVIEW:**

Arrowhead Automotive is looking for a high performing Regional Vice President to lead a team of commercial insurance sales professionals in the franchised auto, truck, and motorcycle industries as well as the Automotive Specialty Markets industries.

The Regional Vice President's primary responsibility is to create and execute sales strategies for their assigned region. The person in this position will participate with their peers and other senior managers in developing strategy for the company and will define, implement, and monitor their sales team's performance on key performance indicators such as revenue versus plan, contact rate, quote closure, and gross profit percentage. This position will be required to travel at least 50% of the time.

Arrowhead Automotive, operating as a division of Brown & Brown Insurance, is a narrowly focused market leader in providing insurance products and services to automotive industry businesses. Our specialized approach offers access to business insurance programs via our program administrator Arrowhead General Insurance Agency, Inc., in addition to our extensive portfolio of various insurance carriers.

### **JOB RESPONSIBILITIES:**

- Exercises strong, proactive, and strategic leadership of their team of direct reports to achieve/exceed sales goals.
- Identifies customer opportunities and market segments that may not be adequately addressed or appear to offer near- and longer-term future sales growth opportunities.
- Ensures that industry trends, best practices, and industry opportunities are capitalized upon.
- Maintains awareness of competitors' initiatives.
- Trains, educates, develops, increases, and evaluates the skill level of their sales team.
- Selects, directs, and mentors their sales team.
- Develops and coordinates new strategic customer sales and relationships through the generation of new leads.
- Sets goals and develops specific plans to achieve objectives for growth by specific market segments in coordination with the division and region managers.
- Leads their sales team in identifying and developing a plan to target key accounts for each producer on the team.
- Provides support and accountability for each sales team member in achieving weekly, monthly, and annual objectives for proposals submitted and sales closed.
- Participates in the proposals for significant new sales opportunities and attends and leads when necessary presentations for strategic accounts.
- Leads regional meetings on a periodic basis to assist in the focus on activities aimed at developing referrals.
- Meets or exceeds established new sales budgets through a developed prospecting process.
- Coordinates and attends regional sales meetings on a regular basis to monitor and assist in the focus on specific activities that are aimed at new sales and prospect efforts.
- Ensures new customer accounts that have been sold are transitioned and implemented.
- Assists in coordinating and implementing internal sales, relationship, and customer service training opportunities at periodic company, regional, and divisional meetings.
- Other duties as assigned.

**REQUIREMENTS:**

- Bachelor's degree and at least ten years related experience in the insurance industry and/or an equivalent combination of education and experience.
- Successful track record of sales showing consistent growth and goal achievement.
- Ability to analyze data, insurance policies, loss runs, and financial statements.
- Ability to work within a regulatory environment.
- Ability to learn and utilize company-approved software and business system applications.
- Organizational skills with discipline and the capability to manage multiple priorities in a remote environment.
- Must be highly motivated.
- Understanding of the importance of and demonstrates a commitment to personal and professional growth and development.
- Ability to meet and exceed company business expectations with minimal supervision.
- Demonstrates the ability to work individually and in a team environment.
- Must obtain and maintain a required P&C and Life and Health insurance licenses.
- Must possess an acceptable motor vehicle record and valid driver's license.
- Position will be required to travel at least 50% of the time.

**TOTAL REWARDS INFORMATION:**

Arrowhead Automotive offers a benefits and compensation package that meets today's most important needs and includes:

- Base income plus the potential for unlimited commissions.
- A challenging and stimulating management career that provides growth and development.
- Auto reimbursement program.
- Office equipment including a laptop, printer/scanner, and iPhone.
- Our sales leaders live and work out of their home-based office.
- Group medical, dental, vision, HSA, life, and disability benefits.
- 401(k) retirement plan as well as an Employee Stock Purchase Plan that allows our employees to purchase Brown & Brown stock at a discounted rate.

If you are the type of person that wants to be part of a growing organization that is energetic and driven, contact us today.

We are an Equal Opportunity Employer. We take pride in the diversity of our team and seek diversity in our applicants.