



BOYD

INSURANCE &
INVESTMENTS

Job Title: Commercial Advisor

Overview:

- Sell and renew insurance to businesses in the community and the region.
- Focus on new sales and cross-sales of existing clients is strongly encouraged.
- Work in a unique team environment with vast resources to maximize your full potential.
- Report directly to the Director of Business Development.

Key Responsibilities:

- Identify, cultivate, propose, and bind new business.
- Actively pursue new client prospects through networking, and referrals.
- Manage and renew existing clients annually.
- Assist in collecting required coverage information, and renewal premiums.
- Maintain proper documentation for existing clients and new client prospects.
- Oversee all aspects of new clients in collaboration with the assigned Account Manager.
- Promote and support cross-selling strategies for existing clients and new client prospects.
- Foster and cultivate relationships with teammates.
- Uphold the highest standards of personal conduct.

Qualifications:

- Bachelor's Degree (equivalent combination of education and experience may be considered.)
- Minimum of 3 to 5+ years of insurance sales experience.
- Active Property & Casualty license, or willingness to obtain within 60 days.
- Good Motor Vehicle Record and maintain minimum insurance coverages.
- Exceptional customer service and interpersonal skills.

Boyd Benefits and Opportunities:

- Competitive Compensation Package Featuring a Base Salary + Commission Structure.
- Unlimited Earning Potential.
- Excellent Growth and Advancement Opportunities.
- Discretionary Time Off (DTO) and Flexible Time for Medical Appointments.
- Generous Benefits Package Including Health, Dental, Vision, 401(k), and more.
- Instant Revenue from House Accounts to further develop and maintain.
- Equity Development Programs (EDPs) for High Achievers.