

COMMERCIAL SALES ADVISOR

We are in search of a Commercial Lines Sales Advisor who will drive new business and manage a portfolio of commercial insurance clients. This role focuses on identifying client needs, delivering tailored insurance solutions, and building long-term relationships to support retention and growth. The ideal candidate is self-motivated, sales-driven, and brings a proven history of success building strong relationships in business-to-business (B2B) sales environments or commercial insurance sales.

Responsibilities

- Generate new business through prospecting, referrals, networking, and lead tools
- Assess risk and recommend appropriate commercial insurance coverage
- Prepare and present quotes and proposals
- Manage and grow a client portfolio through retention and cross-selling
- Build strong relationships with insurance carriers
- Meet or exceed sales goals and performance metrics
- Collaborate with internal teams to ensure smooth onboarding and service
- Maintain accurate CRM records and ensure compliance

Qualifications

- High school diploma required; bachelor's degree preferred
- Valid commercial P&C license (or ability to obtain)
- 3+ years of B2B sales experience or commercial insurance sales
- Knowledge of commercial insurance products is preferred but not required
- Proven sales success and strong communication skills
- Organized, self-motivated, and proficient in CRM and Microsoft Office

Compensation

- Compensation ranging from \$60,000 to \$150,000, based on experience and performance

What We Offer

- Competitive compensation
- Financial support, incentives, events, and other agent benefits
- Access to business advisors to assist in building and growing your agency
- Ongoing marketing and training support, industry expertise, and access to carriers.
- Supportive, collaborative work environment
- Opportunities for growth, training, and leadership in shaping agency operations.