

## Sales: Senior Account Executive



At its roots, Neace Lukens has a successful entrepreneurial sales-based culture. We are constantly looking for the best insurance sales people to become part of our team. Our Producers or Senior Account Executives measure their success by not only their ability to develop and maintain business but also by cultivating sound relationships with their clients and business partners in a professional, ethical and consultative manner.

Here is a brief summary of our expectations:

Producers aggressively solicit and sell insurance products and services to enhance both an existing book of business and to drive the acquisition of new business. Neace Lukens Producers offer Commercial Lines, Life and Health, Personal Lines, and surety insurance products as well as provide Risk Management and consulting services to clients.

Neace Lukens Producers effectively use specific sales techniques to identify prospective clients and close sales. Producers develop long-term relationships with clients, carriers, and underwriters. They offer value-added services whenever possible to promote customer loyalty.

Neace Lukens Producers must hold a valid insurance license for the products that they sell. They must be able to work effectively with a client management team. Producers are expected to be self-starters, imaginative, and creative and possess excellent communication and sales skills. In addition, Producers must be competitive, persistent and self-reliant and have demonstrated success in cold-calling, the ability to influence others, and be able to close sales. Also, they must have a thorough knowledge of insurance underwriting and coverages including rating procedures.

Neace Lukens offers a highly competitive compensation structure for Producers as well as benefits including health, dental, vision, 401k with a company provided matching contribution, company paid life, AD&D, short and long term disability insurance among others.

If you believe you have the ability and the drive to succeed and want to be part of a growing company that rewards success, please submit your cover letter and resume to:

[careers@neacelukens.com](mailto:careers@neacelukens.com)

Neace Lukens is an Equal Opportunity Employer.