

# Property and Casualty Insurance Specialist

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Our Minneapolis office is seeking two experienced Property and Casualty producers to add to our team. The purpose of this position is to work with North Star advisors as an advocate for Property and Casualty Insurance and to help increase sales. The person in this role will have the opportunity to sell both Personal and Commercial lines of insurance. We are looking for someone who can come in, create relationships with our advisors, and help them identify ways to protect their client's assets with Property and Casualty Insurance. You will be trained by the Head of our Property and Casualty division and have access to many opportunities for growth and development.

## Essential Functions:

- Meet with advisors and their clients to review and identify P&C needs
- Assist with business owned P&C case design, proposal, and placement
- Generate sales leads from North Star advisor's clients and your own prospects
- Review financial plans for possible P&C case suggestions
- Possibility of hosting P&C seminars for advisors and or clients
- Track the results of the P&C unit's impact on P&C sales
- Prepare quarterly management reports along with supervisor
- Maintain confidentiality of information

## Required Skills and Experience:

- Four-year degree or equivalent work experience
- Property and Casualty licensed
- Experienced at Networking
- Intrinsically motivated to achieve results and meet goals
- An insatiable need to succeed
- Coachability
- High attention to detail, organized
- Excellent verbal and written communication skills
- Ability to coordinate multiple tasks and priorities

## Preferred Skills and Experience:

- Experience with independent insurance agency
- Familiarity with SIAA/EZLYNX software
- Multiple carrier knowledge

## Benefits:

- Competitive benefits package
- Salary + Commission
- Warm leads
- Freedom of an Independent Agency matched with support of a large organization

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