

North Star Resource Group – Property & Casualty Brokerage

Position Description

Position:	Property & Casualty Producer
Location:	Austin, TX
Reports to:	Director of Property & Casualty
FLSA Status:	Non-Exempt

PURPOSE

North Star's Property & Casualty Brokerage is committed to assuring our clients have the appropriate insurance coverages that protect them from large financial liabilities. As an independent organization, our Producers are not tied to one specific carrier. Our Producers make recommendations based on what they believe would work best on a case-by-case basis. Working with a wide range of insurance types (Home/Auto, Umbrella, professional liability and commercial), North Star offers a broad range of insurance services unique to the interests of our client and their family.

North Star is looking for highly motivated individuals to join our expanding Texas team in the Austin office. These individuals will need to be motivated, trainable, and creative. You must be able to work and thrive in a high energy sales environment that includes production targets to ensure top compensation. Our culture is one of respect, empathy and growth, which is driven by our strong mentorship values.

This position has a base salary and a very robust commission schedule. This position includes full benefits.

REQUIREMENTS

Minimum requirements in terms of educational background, work experience, licenses /certifications or other knowledge, skills and abilities.

- Respect for the North Star culture
- Either have or able to acquire your P&C (General Lines) License within the first month.
- Either have or able to acquire your Life/Health License within six months
- Possess a genuine willingness to learn, be intuitive and resourceful
- Meet production goals and objectives as established.
- Seek out new clients using many different lead sources
- Develop insurance quotes, makes sales presentations, and close sales
- Ability to be coached and think big

Created By	Sources	Last Updated
Human Resources Manager	OMAT	August 2019



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- Excellent verbal and written communication skills
- Ability to prioritize work load and manage time efficiently
- Be willing to work independently
- Knowledge of, and/or in, experience P&C insurance helpful but not required
- Must pass full background check

WHY YOU'LL LOVE WORKING FOR US

- Paid PTO and holidays.
- Paid Volunteer Time Off (VTO) each year.
- Health Benefits – Medical/Dental/Vision available.
- Short- and Long-Term Disability.
- 401(k) with matching up

COMPENSATION SCHEDULE

- \$30k base salary for the first four years.
- Total income, including salary and commission, if you perform at the minimum production level:
 - \$35k in the first year. Increasing to \$60k by the fourth year.
- Producers have the potential to greatly exceed these projections because there is no maximum commission a producer can earn.

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