



Position Title: Commercial Lines Producer

Location: Tampa and Palm Beach Gardens, Florida

Status: Full-Time

About PGI

PrimeGroup Insurances' most valuable asset is the knowledge and creativity of the people who work for us. We are problem-solvers, and we love a good challenge. Our team of professionals works to provide our clients with customized solutions that are clear, concise, and tailored to their needs. PGI's Core Values are Clients, Community and Employees.

Job Summary:

As part of our integral operation in Property and Casualty, this position is primarily responsible for prospecting, networking, and producing new property and casualty business insurance policies and accounts as well as the renewal retention of existing accounts.

Essential Functions:

- Prospect for new business based on local networks, connections, and communities.
- Marketing of insurance risks to companies in accordance with the practices, policies, and procedures of the company.
- Conduct sales, service, and solicitation of all forms of insurance business.
- Maximize growth and client retention through superior customer service.
- Develop accounts and cross sell available products and services.
- Generate and pursue new client opportunities.
- Bring new business prospects to closure.
- Retain clients by maintaining solid business-to-business relationships.
- Maintain industry knowledge of new product information, legislation, coverage, and technology to continuously improve knowledge and performance.
- Willing to work honestly and diligently with all team members, supervisors & producers.
- Ability to resolve conflict, and to do so whenever possible without supervisory intervention.
- Willingness and ability to hold yourself to the highest standards of professionalism.

- Perform other duties or special projects as assigned.

Core Competencies:

Minimum customer service experience in the insurance industry: 3+ years	Required
220 License	Required
Minimum Education: HS Diploma or General Equivalency Diploma	Required
Proven track record of success in high activity sales model with clear examples of results	Required
Must be an effective networker with excellent listening skills and a strong work ethic	Required
AMS360 experience	Highly Preferred
Intermediate level skill in Microsoft Office 365 including MS Word & Excel	Required
Strong written, verbal, and interpersonal communication skills	Required
Dependability, Reliability, High Level of Confidentiality	Required

Benefits:

- 401(k) Savings Plan
- Paid Time Off
- Paid Holidays
- Vacation Time
- Bereavement Leave
- Jury Duty Leave
- Military Leave
- Employee Assistance Program
- Company Paid Life Insurance
- Long Term Disability
- Medical/Dental/Vision Insurance
- Career growth opportunities
- Unified work environment with strong commitment to cohesion
- Community connections and opportunities to serv