



## Position Title: Employee Benefits Producer

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**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 Employee Benefits, this position is responsible for driving new business and managing existing client revenue retention and growth based upon the assigned book of prospects and clients.

### Essential Functions:

- Successfully develop and deploy sales and marketing strategies with clients and prospects.
- Manage client relationship. Drive consistent and predictable profitability, client satisfaction and organic growth.
- Demonstrate technical knowledge necessary to communicate our solutions effectively.
- Achieve new business sales goals on an annualized basis based on our target market of companies.
- Demonstrate proficiency in the sales due diligence process and specific solutions customized for each prospect.
- Demonstrate the ability to identify and overcome sales obstacles on a prospect-specific basis.
- Demonstrate strategic thinking and innovation based on knowledge of the market, carriers, and products.
- Create positive synergy and pursue cross-selling opportunities to enhance prospect and client relationships across the company.
- Positively and proactively represent PrimeGroup at meetings, seminars, trade shows and networking events.

- Strategize with sales leader and senior account staff to retain clients.
- Work collaboratively with the account management team and local/regional and national resources to maximize results.
- Understand and communicate client objectives to account management personnel.
- Perform other duties or special projects as assigned.

**Core Competencies:**

High School diploma or GED	Required
College Degree	Preferred
Strong background in Employee Benefits, with at least 3+ years in the benefits industry	Required
Working Knowledge of BenefitPoint	Preferred
Active 215 License	Required
Strong and/or developing understanding of employee benefits	Required
Advanced level skills in Microsoft Office 365 including MS Word & Excel	Preferred
Strong written, verbal, and interpersonal communication skills	Required
Strong visibility within the HR and benefits community	Preferred
Excellent communication skills that reflect an ability to present and receive feedback in a positive and effective way	Required
Willing to work honestly, diligently and maintain cordial & effective relationships with clients, co-workers, vendors, & others	Required
Demonstrate willingness and ability to hold yourself to the highest standards of professionalism	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 serve