

# Account Executive

**Our Mission is our clients, our clients are our family, and family should come first. We stand by their side through the life of their policy; providing a customized portfolio that grows and adapts along with them.**

## The Role

Trager Reznitsky Insurance is seeking a self-directed, motivated, and multi-talented professional with a record of exceeding expectations in the area of insurance. This person is focused, responsible, accountable, has strong execution skills and works well with a direct sales force. Selected candidate would report directly the owners with a dotted line to the Management Team.

## Ideal Qualities of the Applicant

- Ability to build and expand relationships with customer contacts
- Adept in public speaking, presentations, and seminars
- Technically literate, with an aptitude to understand, present, and position our services to our customers
- Highly organized with ability to manage multiple projects

## Professionalism

- Excellent written and verbal skills
- Experience interfacing with professionals
- Business maturity with a "Can-do" attitude with high initiative
- Ability to conduct one's self in a professional manor in a professional setting

## Primary Responsibilities

- Develop and deliver highly effective presentations for clientele
- Consult with the Management Team as well as the Owners to ensure you get the proper mentoring to effectively distribute proposals
- Represent the company at business related functions such as trade shows, client presentations, events, and other sales related venues
- Develop and maintain a high level of product knowledge to intelligently speak about insurance

## Key Requirements

- Currently maintain a Producers Property and Casualty license and/or other related insurance licenses
- Ability to work with both the customer's and executive management staff
- Self-starter who requires minimal supervision after training
- Problem solving, communication skills (both written and verbal) and a focus on results
- Bachelor's Degree (preferred) or 4+ years of success in a sales role

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