

Propel your career forward with JW Surety Bonds

Joining the JW Surety team is an experience we take pride in. Though our benefits packages could rival many huge corporations, JW Surety Bonds has the flexibility and culture of a small, family-run organization.

Our teams are tight-knit and work hard together but are always ready to welcome a new member to the JW Surety Bonds family.

We help small business owners protect their livelihoods by keeping them in compliance. Our employees know that the work they do matters and that they make a difference in the lives of entrepreneurs.

Title: Commercial Sales Agent (JR/SR)

Department: New Sales, Surety and Commercial Insurance

Reports to: Group Sales Manager

SUBJECT: Licensed Sales Agent – Commercial Surety Bonds (LICENSE REQUIRED)

Description & Scope:

If you are experienced producer, broker, or underwriter and ready to join a new organization, then we want to talk with you!

After years of development, our software application, is here to revolutionize the surety bonds and insurance sales process. We're looking for a multi-talented individual to take the bull by the horns in our commercial sales department.

To be a successful Sales Agent, you should have strong interpersonal skills, self-starter motivation, willingness to win, and developed communication skills. You should also possess an in-depth knowledge and understanding of building rapport with clients, pipeline management, and a knack to drive growth and meet goals and objectives.

Principal Duties and Responsibilities:

- Promoting the company's brand
- Understand sales plans and budgets
- Gathering applications, investigating of risk, and prospecting new clients that meet the minimum revenue requirements and sales targets
- Maintaining relationships with important clients by understanding their needs
- Effectively manage prospect pipelines in an effort to hit target sales conversions
- Develop relationships with internal and external underwriters, as well as understand market appetite to obtain best rates with the best insurance companies
- Staying current in the industry by attending educational opportunities

- Maintain performance standards

Mandatory Experience Requirements:

- Minimum of 2 years' experience in the insurance or surety sales
- Background in a wholesale or retail insurance brokering. Preferably in the selling of Surety Bond and/or P&C products
- Experience in working in team environments, but also self-motivated to hit individual objectives
- Understanding and knowledge of sales and marketing
- Resident Producer License (PA)

Experience Pluses:

- A Bachelor's degree in Marketing, Mathematics, Business Administration, or related field.
- AINS, ARM, CIC or related continuing education preferred

Soft Skills:

- Results-oriented with a competitive spirit for winning
- Dependable with attention to detail.
- Excellent listening, communication and responding skills
- Willingness to roll up sleeves and complete whatever tasks needed to support the group
- Ability to work under pressure.
- Excellent communication, interpersonal, and customer service skills
- Self-starting personality with ability to prioritize and manage multiple responsibilities simultaneously
- Strong analytical, organizational, and creative thinking skills.
- A quick thinker with the capacity to get up-to-speed quickly in a new role

Benefits:

- Salary range commensurate with experience
- Quarterly commission plan
- Health insurance (fully paid by employer)
- Dental insurance
- 401k plan with company contribution
- Paid vacation/sick time
- Casual but professional work environment

NOTE: A criminal background and credit check will be conducted.

This is a full-time employment opportunity, Monday through Friday.

About JW Surety Bonds:

We are a family owned and operated agency that truly values our people. We grew to become the largest volume surety bond producer in the nation. Since day one, our team focus has been on providing our clients low rates, an easy process, and the best in customer service. Our company culture is driven by the amazing teams of people that continue to make JW Surety Bonds a success!