

Marketer

Come join a team that is a family. HRA is a successful insurance agency over 100 years of combined experience. We have a proven track record of success while enjoying a casual office setting with flex days incorporated into the year. We value relationships and teamwork, which are core to our business. If this is you, we want to welcome you home!

As a Commercial Lines Marketing Representative, you will focus on growing and nurturing long lasting relationships. You will act as the principal negotiator in attaining the most appropriate carrier coverage based on specific client needs. Forward thinking and creativity will allow you to strategically navigate through a dynamic marketplace as the industry changes and evolves.

The successful candidate should thrive in a collaborative and results-driven atmosphere and leverage their strong communication and interpersonal skills to build relationships internally and externally. You should have a strong, established presence in the Louisiana Insurance Community and proven negotiation skills. Your excellent time management skills allow you to work on a variety of accounts simultaneously and be able to juggle a number of responsibilities in a fast-paced environment.

Responsibilities:

- Works closely with Producers and Account Executives to understand client's needs.
- Strategizes and collaborates to ensure we have the right options from carriers for our clients.
- Serves as an internal source of information concerning market trends, pricing practices and other underwriting policies.
- Cultivates an overall marketing plan and strategy for assigned accounts to ensure that marketing goals are met.
- Reviews and compares quotes to obtain the most comprehensive insurance programs and products at the most competitive value available.
- Negotiates price, terms, coverage, and commissions with company representatives
- Participates in meetings and events with company representatives to learn about product offerings and develops relationships with appropriate company personnel.
- Maintains awareness of the insurance marketplace and insurance company underwriting guidelines, appetites and programs.
- Mentors others on the team as a subject matter expert and technical resource.
- Other duties as assigned.

Qualifications:

The successful candidate thrives in a collaborative and results-driven atmosphere and leverages their strong communication and interpersonal skills to build relationships internally and externally. You have a strong, established presence in the Louisiana Insurance Community already and proven negotiation skills. Your excellent time management skills allow you to work on a variety of accounts simultaneously and be able to juggle a number of responsibilities in a fast paced environment.

- P&C License
- Minimum 3 Years of Carrier Marketing Experience
- Strong Coverage Background of Insurance Policies

- Keep informed about industry information, technology and trends
- Have Established Relationships with Underwriters & Brokers
- Industry designation preferred, but not mandatory (CIC, CPCU, CISR, etc.)
- Experience in Using Microsoft Excel and Word Required
- Must Be Able to Communicate Effectively with Producers, Carriers and Staff
- Must Work Well within a Team Environment
- Self-Directed Self-Starter with a High Attention to Detail
- Strong Negotiation Skills
- Client-Centric Mindset

We are an equal opportunity employer and all qualified applicant will receive consideration for employment without regard to race, color, religion, national origin, age, sex, sexual orientation, gender identity, disability, veteran status, genetic information or any other status protected under applicable local, state, or federal nondiscrimination laws.