



OVERVIEW:

This position represents Arrowhead General Insurance Agency to insurance brokers/agents as the Territory Manager within an assigned territory. Responsibilities include encouraging sales production through producer visits, product training and technical demonstrations of Arrowhead Exchange. Provide claims/customer services and underwriting training, manage production commitments and loss ratios to develop and maintain profitable books of business for both AGIA and its carriers.

The Territory Manager is part of a territory team, where they will be working closely with the internal teammates to help manage all producers in the territories assigned and participate in team meetings. The goal is to build relationships, determine producers' true potential, cross sell available programs and increase producer production to achieve production goals for assigned territory.

If you want to be part of a solid organization that is energetic and growing, contact us today.

WHY ARROWHEAD GENERAL INSURANCE AGENCY:

We offer a benefits and compensation package that meets today's most important needs and includes:

- A challenging and stimulating career that provides growth and development.
- Group medical, dental, vision, HSA, life, and disability benefits.
- Paid time off and a 401(k) retirement plan as well as an Employee Stock Purchase Plan that allows our employees to purchase Brown & Brown stock at a discounted rate.

JOB DUTIES:

- Travels throughout assigned territory to visit existing and prospective agents to encourage sales
- Communicates regularly with agents/brokers to achieve production profit objectives
- Prospects and makes appointments with new producers
- Resolves binding authority issues (late apps, NSF problems)
- Initiates and manages suspensions & terminations of producer appointments
- Rehabilitation, Commitments, Loss ratio, and Producer Profiles
- Customer Service (Following up on complaints and problem solving)
- Acts as problem solving liaison between or for Arrowhead and agent/broker
- Leads team meeting conference calls with internal teammates
- Encourages ride-along with team members or management
- Maintains knowledge of all Arrowhead Data bases, software, and technology
- Manages events/tradeshows, publications and promotions within assigned territory
- Manages ongoing sales training and education
- Possesses marketplace knowledge (knowing competition strength and weaknesses) and communicates regularly with internal teammates
- Production goals quarterly and monthly
- Meets or exceeds production goals for assigned territory
- Meets or exceeds employee's individual performances goals
- Monthly summary reports (production & competitor's information included)
- Completes and updates State Plan

REQUIREMENTS:

- Bachelor's degree and three to five years of experience and/or an equivalent combination of education and experience.
- High level of organizational ability and the capability to manage multiple priorities.
- Detail oriented and the ability to learn and follow processes.
- Understanding the importance of and demonstrates a commitment to personal and professional growth and development.
- Highly motivated and customer oriented.



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- Ability to work individually and in a team environment.
- Exceptional listener with time management, verbal communication, written communication, and presentation skills.

We are an Equal Opportunity Employer. We take pride in the diversity of our team and seek diversity in our applicants.

GROW
with us

ARROWHEAD General Insurance Agency, Inc.