

The Plexus Groupe — rewarded **Best Places to Work in Insurance** for eight years running — is looking for candidates who dream big. We have an opening for an **Insurance Producer / Business Development** professional.

Do you enjoy strategizing with clients on best-in-class solutions? Do you want to be part of a company growing faster than ever?

At Plexus, we go further to make a difference for our clients and our associates. We lead, not lag. We are straightforward in our communication and transparent in our approach. And we can't stand run-of-the-mill, cookie-cutter solutions.

We offer differentiated expertise in the middle market for employee benefits, property and casualty, corporate retirement planning (401k), human resources administration and consulting, technology services, mergers and acquisitions and personal lines insurance. Headquartered in Deer Park, IL, Plexus also has offices in Chicago (Loop), Dallas and Oklahoma City.

SUMMARY

Reporting to the President/Chief Revenue Officer, the Producer facilitates new business opportunities, maintains and expands existing book of business, and promotes positive on-going client relationships. This position targets all Plexus offerings including, Life and Health, Property and Casualty, and Retirement Services.

DUTIES AND RESPONSIBILITIES

In this role, the Producer will:

- Identify potential clients, manages the client relationship, collaborating with appropriate teams within Plexus Groupe to drive a customized experience
- Assesses prospects' needs and provides proposals for solutions.
- Meet retention and growth goals
- Conduct regular prospect and client meetings in conjunction with the assigned Client Management team
- Work with the Client Management team to develop, analyze and implement a best-in-class insurance program
- Develop and network with strategic partners in the industry
- Maintain a comprehensive understanding of products, trends, solutions, and strategy in the market
- Collaborate with others to drive cross-sell opportunities
- Participate in renewal activities and other projects and deliverables

QUALIFICATIONS

- Bachelor's degree required with at least 3 years of related experience; or 5 years of related experience without a degree
- Proven track record in closing new business
- Advanced design and delivery presentation skills
- Ability to work autonomously
- Knowledge of the employee benefits OR property and casualty insurance market
- Must have, or be able to obtain within the first three months of hire, an Insurance Producer License

Interested? Email your resume to Careers@plexusgroupe.com

Plexus is an equal opportunity employer.