

Gorst & Compass Insurance is seeking a Professional Lines Broker for its growing team.

About Gorst & Compass:

Since 1968 we have dedicated ourselves to becoming a full-service wholesale brokerage organization focused on mutually beneficial relationships with our agents and companies. We pride ourselves on being easy to work with and providing knowledgeable and timely service.

At Gorst & Compass we provide our employees with rewarding career opportunities. A chance to be challenged and build long lasting relationships within a dynamic industry. We offer a positive environment that promotes collaboration and teamwork throughout the organization.

Summary of Essential Responsibilities:

- Responsible for developing and maintaining a profitable book of business.
- Develop and execute ongoing marketing and negotiation plans to drive new and renewal business.
- Utilize high level technical expertise and insurance coverages knowledge to determine qualified business opportunities.
- Create and maintain external relationships with agents and carriers to provide superior service experience.
- Communicate status of quotes and negotiation of terms, conditions, and pricing.
- Monitor and achieve key metrics, including new business hit ratio, renewal retention ratio, profit and loss including formulating corrective action where needed.
- Responsible for fostering internal partnerships across all levels of Gorst & Compass. Including support with mentoring and developing others.
- Maintain necessary licenses to produce business.
- Additional unspecified duties may be performed or assigned in accordance with this role.

Qualifications:

- Minimum 3-5 years of professional lines (D&O, EPLI, E&O, and Cyber) brokerage or underwriting experience. Excess & surplus knowledge preferred.
- Bachelor's degree or equivalent combination of education and experience.
- Strong sales and marketing skills, business acumen, and negotiation skills a must.
- Insurance license, industry designation(s) preferred.
- Computer skills including Microsoft Office proficiency (Word, Excel, Outlook).
- Strong written and verbal communication skills. Must be detail oriented and organized.
- High-level of motivation and ability to prioritize, willingness to take on challenges, and continued interest in professional development.

Compensation and Benefits:

- Competitive base compensation and incentive bonus plan based on experience
- Health, dental, and vision benefits
- 401K with employer match
- Paid Time Off
- Employer paid continuing education courses and designations
- Career growth and advancement opportunities