



## Commercial Lines Insurance Producer – Meridian, ID

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Mustard Seed Financial & Insurance is a thriving independent insurance agency headquartered in one of the best places to live in the United States, Meridian, Idaho. We professionally represent dozens of premier insurance carriers recognized for great value, service and client satisfaction in the U.S. At Mustard Seed, we work for our clients and are not beholden to any one insurance company. Everyone knows that individuals and businesses are unique, and so are their insurance needs. We work hard to bring each client the policy and coverage they need for their specific risk profile. You could say we are a one-stop shop offering auto, home, life, health, commercial and bonds. At Mustard Seed, our clients don't fit into a single box, rather, we design policies that give them the ultimate coverage at the best price and provide personalized, professional service that keeps them coming back to us for years.

We are looking for A+ talent to join our team. We are growing and want to hire more professionals that value integrity, team spirit, winning and a great work-life balance.

### Position Summary

The Commercial Lines Insurance Producer is a sales position primarily focused on generating new client business and cross selling referral business from other Mustard Seed clients.

Candidate responsibilities will include:

- Building a contact plan from your local networks and contacts
- Daily prospecting for new client opportunities
- Developing an insurance needs analysis with your prospects and clients
- Working with Mustard Seed insurance partners to determine the best solutions for your clients
- Presenting Mustard Seed solutions and closing business
- Providing a great personal touch to maximize client retention

### What we expect

#### Personal Characteristics

At Mustard Seed, we really care about our culture and how our clients feel about doing business with us. We are a growing, profitable company, but will not sacrifice our reputation or compromise our clients' satisfaction.

Candidate should demonstrate competence in the following:

- Attention to Detail: Focus on details to ensure happy clients and fruitful results
- Build Relationships: Establish and maintain positive working relationships with others both internally and externally to achieve the goals of Mustard Seed
- Communicate Effectively: Speak, listen and write in a clear, thorough and timely manner using appropriate and effective communication tools and techniques
- Focus on Client Needs: Anticipate, understand, and respond to the needs of internal and external clients to meet or exceed their expectations



- Foster Teamwork: Work cooperatively and effectively with others to set goals, resolve problems, and make decisions that enhance the success and culture at Mustard Seed
- Lead: Positively influence others to achieve results that are in the best interest of the organization
- Make Decisions: Assess situations to determine the importance, urgency and risks, and make clear decisions which are timely and in the best interests of Mustard Seed
- Organize: Set priorities, develop a work schedule, monitor progress towards goals, and track details, data, information and activities
- Plan: Determine strategies to move Mustard Seed forward, set goals, create and implement actions plans, and evaluate the process and results
- Solve Problems: Assess problem situations to identify causes, gather and process relevant information, generate possible solutions, and make recommendations and/or resolve the problem
- Be Professional: be on time, do what you say you will, think of others, dress appropriately

#### Professional Requirements

- 3+ years of previous sales experience preferred
- Insurance sales experience a plus
- Appropriate state insurance license(s) by your start date
- Knowledge of software applications: MS Outlook, MS Excel, MS Word, MS PowerPoint and AMS360 preferred
- Willingness and ability to travel outside the office for client meetings as needed
- Excellent communication skills (verbal and written)
- Evidence of achieving goals in past endeavors
- Four-year college degree or MBA a plus

#### **What you should expect**

##### Benefits

- Generous commission rates
- Retirement plan for long term residuals of policies you write after vesting period
- Access to dozens of the best insurance products in the industry for your clients
- Well located and professional office
- Low monthly agent office fees
- Great tools, a team to support you and ongoing sales training

#### **How to Apply**

Email your resume and cover letter to [careers@mseedfinancial.com](mailto:careers@mseedfinancial.com)