



**STARKWEATHER & SHEPLEY**  
INSURANCE BROKERAGE, INC.

Insurance... Solutions... Integrity... since 1879.

...an Assurex Global Partner

### **COMMERCIAL LINES – JOB DESCRIPTION NEW BUSINESS PRODUCER**

**We are seeking P&C New Business Sales Producers who focus on Middle Market accounts and are interested in playing an integral role in the growth of an already strong and vibrant organization.**

#### **ABOUT STARKWEATHER & SHEPLEY:**

1. Starkweather & Shepley Insurance Brokerage, Inc. has been in business since 1879 as a full service insurance broker with 5 offices located RI and MA.
2. Recently ranked the 86<sup>th</sup> largest independent agency and 26<sup>th</sup> Largest Privately Held Agency in the United States, Starkweather & Shepley has the resources required to make your sales efforts a reality. You will have access to our excellent marketing staff and an great lineup of leading carriers.
3. Rated by Providence Business News as one of the “Best Places to Work” in 2008
4. We are a member of ASSUREX which provides you with worldwide access to the Insurance marketplace through the combined resources of Assurex’s 170+ member agencies.
5. Starkweather and Shepley Insurance is an equal opportunity employer. Qualified applicants will receive consideration without regard to age, race, color, religion, sex, all sexual orientation, disability, or national origin.

#### **QUALIFICATIONS REQUIRED:**

##### **The ideal candidates must be:**

- \* Highly motivated
- \* Hard working
- \* Honest
- \* Professional
- \* Willing to put forth effort to build your own Comm'l Book of Business

##### **The job will entail:**

- \* Developing Leads
- \* Identifying Leads
- \* Qualifying Prospects
- \* Cold Calling and Networking
- \* Selling/Closing Sales

##### **Candidates must have:**

- \* Minimum of 3 to 5 years of sales experience
- \* Bachelor's degree or equivalent
- \* P&C producer license

#### **BENEFITS:**

Your success in cultivating and acquiring Middle Market accounts will result in an excellent salary plus bonuses along with a very comprehensive benefits package.