



Title: Commercial Lines Insurance Producer (Property & Casualty)

Location: Overland Park, KS

Job Description: **JOB SUMMARY**

Creative Planning Commercial Insurance Producers partner with agency commercial clients to protect their assets via structuring and procuring of insurance products. The Producer's primary role is to generate new business and work with underwriters from a wide variety of companies to find the best option to meet the needs of the client. The Producer has the ultimate responsibility for account retention and collaborates with Account Managers to prevent and solve problems for their clientele. The Producer should be confident in assuming the role of insurance expert with each client.

We do not accept resume submissions from third-party recruiters or staffing agencies. Please contact our recruiting team directly.

JOB DUTIES

- Builds and works with a prospect database using the agency management system.
- Reviews ACORD applications for completeness and correctness after inputting data.
- Markets account to insurance company underwriter.
- Creates new business proposals, ensures timely presentation of competitive quotes, and closes the sale.
- Assists service staff with the transition of the account from production to service.

REQUIRED EXPERIENCE / QUALIFICATIONS

- Bachelor's degree with a minimum of 1 year insurance or sales experience
- Property & Casualty Insurance Agents License in Kansas & Missouri
- Ability to manage multiple tasks concurrently and handle highly detailed work with a great degree of accuracy
- Solid understanding of Commercial Insurance Products and usages
- Knowledge of insurance rating and underwriting procedures and company systems

PREFERRED EXPERIENCE / QUALIFICATIONS

- Professional designations or an ongoing effort to obtain professional designations such as CIC, CPCU
- Proficiency in AMS360 and/or MS Word, Excel and PowerPoint