

Company Name American Lumber Underwriters (a division of American Hardware & Lumber Insurance)

Company Address 19620 W. Catawba Ave. Suite 206

City Cornelius State NC Zip 28031

Company Website www.americanhli.com and www.aluins.com

Company Description

American Lumber Underwriters (ALU), is a Managing General Agent located in Cornelius, NC . ALU focuses on helping insurance agents, throughout the US, with their accounts in the retail hardware, lumber manufacturing and building material dealers industries. ALU has unique partnerships with carriers and brokers to place almost all types of risks.

Representative Name Carla Breisch

Phone (847) 277-2628 Email cbreisch@americanhli.com

Position Title _____

Description of Responsibilities

This position is responsible for evaluating opportunities, across all product lines, with key producers and retail agents to drive revenue growth and achieve profitable outcomes. The Wholesale Insurance Broker will establish and cultivate relationships with key producers to maintain a strong position in the marketplace; Develop and maintain business relationships with producer/agents, underwriters, carrier representatives, peers, and management; Provide quotations for insurance coverage and successfully

Required experience

Experience in commercial property and casualty insurance. Wholesale Broker or MGA experience preferred. Licensed Producers or Brokers preferred. Excess and Surplus lines experience is a plus. Experience negotiating terms with underwriters, markets, and producers. Must be sales driven to obtain and maintain high productivity. Excellent phone/communication skills.

Location of the position 19620 W. Catawba Ave. Suite 206

City Cornelius State NC Zip 28031

Salary Info based on experience

Date Available 09 /01 /2021

How to inquire about this position:

Contact Carla Breisch, by phone: 847-277-2628 or email: cbreisch@americanhli.com

Send Completed Form to: Ray Scotto, Executive Director, TMPAA • Email: ray.scotto@targetmkts.com

JOIN OUR TEAM!

American Lumber Underwriters (ALU), a division of American Hardware & Lumber Insurance, is a Managing General Agent located in Cornelius, NC (near Charlotte). ALU focuses on helping insurance agents, throughout the US, with their accounts in the retail hardware, lumber manufacturing and building material dealers industries. ALU has unique partnerships with carriers and brokers to place almost all types of risks.

We are currently seeking someone to be a **Wholesale Broker** working in our Cornelius, NC office.

This position is responsible for evaluating opportunities, across all product lines, with key producers and retail agents to drive revenue growth and achieve profitable outcomes. The Wholesale Insurance Broker will establish and cultivate relationships with key producers to maintain a strong position in the marketplace; Develop and maintain business relationships with producer/agents, underwriters, carrier representatives, peers, and management; Provide quotations for insurance coverage and successfully place accounts.

The successful candidate will possess the ability to broker insurance coverages for all types of accounts and a competitive spirit to drive production.

Desired qualifications:

- Experience in commercial property and casualty insurance. Wholesale Broker or MGA experience preferred.
- Licensed Producers or Brokers preferred. Excess and Surplus lines experience is a plus.
- Experience negotiating terms with underwriters, markets, and producers
- Solicit submissions from producers
- Must be sales driven to obtain and maintain high productivity
- Must be a team player
- Willingness to travel
- Excellent phone/communication skills (written and verbal)

American Lumber Underwriters offers a comprehensive benefits package that includes:

- PPO Medical
- Dental
- Vision
- Employer paid Short-Term and Long-Term Disability
- Employer paid Life Insurance
- Voluntary benefits
- We have a great 401(k) plan with a very generous employer match
- Paid time off: Vacation, Sick and Holidays
- Hybrid work schedule (remote/in office)

If you are looking to take the next step in your career and you are a top performer - join our dynamic organization!

Apply today!

An equal opportunity employer