

Company Name American Southern Insurance Company

Company Address 3715 Northside Parkway Bldg 400 Suite 800

City Atlanta State GA Zip 30327

Company Website www.amsou.com

Company Description

Leading commercial insurance company dealing with general liability, inland marine and commercial liability

Representative Name Gregory Weaver

Phone (404) 324-4134 Email gregoryw@amsou.com

Open Position VP of Marketing

Description of Responsibilities

see next page

Required experience

7+ years as a VP of Marketing
Work in commercial insurance
Preference for those with reinsurance experience
Preference for those associated with STRIMA

Location of the position Atlanta

City Atlanta State GA Zip 30327

Salary Info \$130,000 plus bonus

Date Available 12 / 01 / 2023

How to inquire about this position:

Send resume to gregoryw@amsou.com

Send Completed Form to sarah.ayars@targetmkts.com

Responsible for the marketing of new and current insurance products to general agents who have expertise in a line of business with significant volume and profitability and maintaining strong company-agent relationships and service.

Essential Duties and Responsibilities:

- Identifies and properly qualifies business opportunities and agents.
- Develops and maintains relationships with decision makers and staff of target and client agencies.
- Presents our companies and programs to decision makers in target agencies.
- Negotiates terms of contracts.
- Coordinates with company staff and outside service providers for the writing and issuance of agency agreements; company licensing for the line of business being written; rate, rules and forms filings for the product being written.
- Coordinates with Underwriting and IT Departments to set up accounts on company systems and establish working relationships between those departments and the client agency.
- Takes corrective actions to ensure satisfactory profit/loss ratios.
- Troubleshoots any problems that arise between various company departments and agent.
- Monitors competitor products, marketing activities, and market experiences.
- Represents company at trade association events.
- Travels and works beyond normal business hours as required.
- Coordinates with reinsurers regarding pricing for potential and existing programs.

Knowledge, Skills and Abilities:

- Extensive knowledge of the property and casualty insurance business and products.
- Experience marketing insurance products to agents.
- Excellent oral and written communication skills.
- Understanding of financial statements.
- Ability to analyze and produce mathematical calculations and commission formulas.
- Ability to anticipate and solve practical problems or resolve issues.
- Excellent relationship-building skills.
- Ability to handle multiple functions at the same time and maintain good organizational skills.
- Able to work with minimal supervision.
- Able to work individually and as part of a team.

Physical Demands and Work Environment:

- Normal office environment.
- Ability to travel via motor vehicle or airplane.
- While performing the duties of this position, the employee is regularly required to talk, see, and hear (one-on-one, via telephone, and in large group settings).