

Position: Regional Sales Account Executive
Location: Hartford, CT
Apply: Please send your resume to hr@cpcuiia.org

The Regional Sales Account Executive is responsible for developing and executing regional sales plans and activities that support sales' strategic initiatives and elements as directed by marketing within the assigned region and prospects.

Responsibilities

- Formulate and execute regional sales and marketing plans using analyses.
- Develops and documents successful ongoing relationships with LOB and T&D managers within targeted companies.
- Assume active account management responsibilities for target companies.
- Work with local CPCU Society chapters to initiate and execute joint Connections visits with corporate customers.
- Answer customer questions regarding any product and provide market opinions and feedback to the Institutes

Requirements

- College degree required. Advance degree desirable.
- CPCU strongly desirable.
- Minimum 10 years experience in insurance or risk management industry preferred.
- Minimum 3 years successful sales and marketing experience desired.