

IA TSM

There's nothing more satisfying than knowing you've made a difference in the life of another. As an associate at Integrity Insurance, you immediately become part of a key team that fulfills our company's mission to make insurance simple, friendly and local.

Integrity Insurance has an immediate opening for a **Territory Sales Manager**, developing business opportunities in Iowa (eastern two-thirds of the state). This individual will partner with our independent agencies to increase quote activity, written premium and improve retention while maintaining a high level of customer satisfaction and profitability. This role will be responsible for all commercial and personal lines of business, with targeted responsibility for growing our small commercial book of business in both sales and underwriting capacities.

The Territory Sales Manager will also be responsible for developing and maintaining strong relationships with both internal and external partners, prospecting and onboarding of new agencies and providing valuable information and tools to our agency force. If you have a passion for sales, insurance, innovation and creativity, this role could be a great opportunity for you to join an amazing team and company.

What you'll be doing:

- Drive new business quote activity and results by creating/implementing annual success plans and mine for new business opportunities for all lines of business
- Grow small commercial business by providing direct underwriting and sales support to agents
- Facilitate resolution of agent issues that may arise
- Conduct agency reviews and create action plans to improve agency performance
- Frequent daily travel with occasional overnights, will be required

What you will bring to the table:

- Bachelor's degree required
- Minimum 3 years property and casualty experience
- Commercial lines underwriting experience required
- Preference given to candidates with insurance designations or progress towards, i.e. CPCU, CIC, Dynamic of Sales

At Integrity Insurance, we don't just accept differences - we celebrate it, we support it and we thrive on it for the benefit of our associates, our products and our community. Integrity Insurance is proud to be an equal opportunity workplace and is an affirmative action employer. We are committed to equal employment opportunity regardless of race, color, ancestry, religion, sex, national origin, sexual orientation, age, citizenship, marital status, disability, gender identity or Veteran status.