Brown & Brown Insurance is seeking a **Sales Executive** for its **Employee Benefits Department** in **Carpinteria, California**!

**WHO WE ARE:**

Brown & Brown is a unique and decentralized publicly traded organization (NYSE: BRO) that has grown to become the sixth largest insurance intermediary in the country. We sell property & casualty insurance and employee benefits insurance to mid-sized and large corporations throughout the country.

Becoming a Teammate of Brown & Brown introduces you to a career with virtually unlimited possibilities. Our unique corporate culture rewards self-starters and hard workers who adhere to our commitment to do what is best for our clients. With Brown & Brown you will get the training, the mentoring and the tools you need to succeed.

**WHO YOU ARE:**

You believe in working as a team and thrive in fun, collaborative environments. You have a client-focused attitude and value the importance of professionalism and trust. You set goals high and aim higher. You have solid communication skills. You’re an effective networker who can build and maintain lasting relationships. You have a talent for persuasion, motivation, influence and negotiation.

**WHAT YOU’LL DO:**

* Prospect, develop, propose and bind new business
* Actively pursue new client prospects through telemarketing, networking, and personal referrals
* Renew existing clients every year
* Assist in the collection of required coverage information and necessary deposit and renewal premiums
* Maintain the proper documentation for existing and prospective clients
* Oversee all aspects of your new clients with the assigned account manager
* Drive and support cross-selling strategies for existing clients, as well as new relationships
* Foster and seek relationships with teammates across all levels of Brown & Brown
* Ensure compliance with government agencies and corporate policies and procedures
* Attend training sessions, courses, etc. to maintain up-to-date skills
* Always conduct the highest level of confidentiality
* Other duties as needed

**WHAT YOU’LL NEED:**

* Bachelor’s Degree, or an equivalent combination of education and experience may be considered
* 4+ years’ experience in B2B sales in PEO, HRIS, Payroll, Employee Benefits, or similar industry
* Life & Health License
* Strong financial aptitude
* Proficiency in Microsoft Office 365
* Ability to read, write, and speak in English
* Exceptional customer service and interpersonal skills

**PERKS OF THE JOB:**

* Base salary + commission
* Unlimited earning potential
* Excellent growth and advancement opportunities
* Paid time off
* Generous benefits package: health, dental, vision, 401(k), etc.
* Employee Stock Program

Brown & Brown is an equal opportunity employer. As part of our commitment to fight for equality, we work to ensure a fair and consistent interview process. We celebrate diversity and we are committed to an inclusive work environment.