

Commercial Insurance Placer

At Vizance, we are always moving forward, with an attitude of true partnership among our fellow associates, our clients, our insurance company partners and our communities. "Vizance" is a unique name that we created. It means "moving forward" and is pronounced VIZE-ense (combination of Vision and Guidance). The name embodies our vision: To be the leader in associate loyalty and client relationships.

Vizance is looking for a Commercial Insurance Placer to join our team. This role, as the "placer" of new accounts, is the liaison between the insurance companies and our new business team.

WHY JOIN VIZANCE?

Vizance has over 180 associates in 12 locations throughout Wisconsin and is among the top 1% of all insurance agencies in the United States, based on agency revenue. We are different from other insurance agencies – on purpose! The combination of our Culture, Independence, and Performance / System-Based Mindset clearly differentiates us as a company built to last. Our independence allows us to re-invest in our business and ensures optimal decision making and consistency for our associates and clients.

Vizance has earned a number of awards, including Top Workplaces, Best Places to Work, Future 50, and Fastest Growing Firms, and is proud to be a Minority-Owned Business Enterprise (MBE).

WHAT YOU WILL DO AT VIZANCE

- Assist our Sales Advisors in determining the best carrier options for our prospects and clients
- Market new commercial insurance accounts to our carrier partners
- Gather information from Sales Advisors and prospects/clients
- Respond to inquiries regarding new accounts
- Negotiate premiums and terms with insurance carrier underwriters
- Prepare proposals
- Build positive relationships with insurance company underwriters and marketing representatives
- Become an expert in insurance company appetites, underwriting guidelines and practices

WHAT YOU WILL BRING TO VIZANCE

- At least two years of relevant Commercial Property and Casualty Insurance experience
- Wisconsin Property & Casualty license (or willingness to obtain)
- Ability to work in a fast-paced environment with attention to detail
- Desire to be part of a growing and collaborative team
- Enthusiasm and exceptional organization skills

WHAT YOU WILL LIKE ABOUT BEING AN ASSOCIATE AT VIZANCE

- Comprehensive employee benefits package including medical, dental, vision, life, and disability insurance
- 401(k) match
- Paid Time Off (including your birthday)
- Sponsored education opportunities
- A supportive team environment that celebrates success
- Opportunities for growth

If you are looking for a promising career in a growing organization, then we want to hear from you! Send resume to careers@vizance.com

