

Construction/ Real Estate Account Executive

Vizance is looking for an Account Executive to join our team! In this role you will help acquire new clients while working to service, retain, and build relationships with existing clients and provide support to Sales Advisors.

WHY VIZANCE?

Vizance has nearly 200 associates in 10 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!

Our success over the past 40+ years has been built by our dedicated associates, and has earned us a number of awards, including Top Workplaces, Best Places to Work, Future 50, and Fastest Growing Firms. We are proud to be a Minority-Owned Business Enterprise (MBE).

WHAT YOU WILL DO AT VIZANCE

- Lead on Renewal Accounts
 - Take shared responsibility for retaining clients
 - Participate in client renewal meetings
- Assist with New Business
 - Strategize prospect plans with Sales Advisors
 - Participate in prospect meetings
 - Collect necessary information for Service team
- Provide Outstanding Client Service
 - Anticipate both client and Advisor needs
 - Develop strong relationships with clients
 - Communicate critical issues to Advisors and Service teams
- Follow the Vizance System
 - Correctly follow Vizance workflows and procedures
 - Participate in department meetings
 - Meet with Sales Advisors to discuss upcoming renewals and client questions
- Build and Maintain Partner Relationships
 - Develop strong knowledge of industry, markets, companies, etc.
- Other Duties as Assigned

WHAT YOU WILL BRING TO VIZANCE

- 3-5 years of insurance/ risk management experience OR proven experience working in construction safety or real estate
- Excellent communication skills
- Willingness to obtain Property and Casualty insurance license, upon hire
- Bachelor's Degree (preferred)

WHAT YOU WILL ENJOY ABOUT BEING AN ASSOCIATE AT VIZANCE

- Competitive compensation package
- Comprehensive employee benefits package (medical, dental, vision, life, and disability insurance)
- 401(k) match
- Paid Time Off (including your birthday!)
- Security of working for a stable, independent agency with a defined path for internal succession
- A supportive team environment that celebrates success

