

B2B SALES (BUSINESS INSURANCE)

Invest your consultative B2B selling and relationship-building skills, growing your career, and help leading regional employers. This entrepreneurial role offers significant autonomy and scheduling flexibility, hybrid work arrangements, formal mentoring and investment in continual professional development, and value-added in-house loss prevention and claims management.

As a **Business Insurance Client Advisor**, you provide critical guidance to help clients secure appropriate insurance coverage and risk management services, operating like a business owner within HBIG's framework and supported by best-in-class tech and resources. This is a B2B sales position with significant growth potential as we are looking to hire future leaders of our organization. Our total compensation plan offers high earnings potential and progressive benefits supporting individuals and families.

A **Vermont Best Places to Work** winner for 5 consecutive years, Hickok & Boardman Insurance Group (HBIG) is an industry leader with locations in Vermont and upstate New York. Our growing organization offers an inclusive and progressive work environment, with a culture of support, transparency, and collaboration, and a track record of accommodating employee needs, whether family, or other personal priorities. We are an EOE employer dedicated to employee growth and development and seeking to enrich our team and service to clients by encouraging qualified candidates of all backgrounds and lived experience(s?) to apply.

Locally managed, HBIG is an Agency Partner of Acrisure, LLC, a top 6 insurance brokerage firm nationally. This partnership supports the work Hickok & Boardman does, and better serves our current clients by leveraging expert resources and collaborating on effective solutions. HBIG is driven by our long-standing values of doing the right thing, with a sense of urgency, while exceeding expectations. HBIG differentiates itself by providing superior support and value-added services to our clients.

Total Compensation

-Competitive starting salary that decreases over time as advisor builds their book of business and resulting commissions. HBIG's high retention rate ensures consistent annual residual income to build on.

-Well-round benefits including insurance (health, dental, disability, life, and vision). generous time off, 401(k) with 3% match, and tuition reimbursement & forgiveness.

We Seek Candidates Offering

The ideal candidate has a proven track record of 3+ years' business-to-business (B2B) sales, an incredible work ethic, drive, and motivation.

Core Responsibilities:

1. Prospect for new business from existing clients and identified target groups
2. Develop positive, long-term relationships with clients and carriers
3. Collect detailed risk and underwriting information including survey data and loss history and develop formal proposals of insurance including details of coverage, limits, deductibles, and other pertinent information
4. Keep informed regarding industry information and marketplace changes to continuously improve knowledge and performance
5. Work as a team with other staff members to achieve production and agency goals

Key Qualifications

- Ability to pass P&C Producer's exam to secure agent's license post-hire
- 3+ years' business-to-business (B2B) sales experience
- Technology: proficiency in MS Suite
- Effective written and verbal communication, including active listening
- Excellent time management, prioritization, and problem-solving skills
- Professional demeanor and positive outlook

Location: On-site or hybrid. Candidates interesting working at an office could live a commutable distance from offices in Burlington, Montpelier, and Stowe.

About Hickok & Boardman

Dedicated to providing the best service to our clients, carriers, employees, and communities, described by employees as "supportive of employees both personally and professionally". hbinsurance.com

We are committed to employing a diverse workforce and encourage people of all backgrounds and lived experiences to apply. All applicants will be considered for employment without attention to race, color, religion, age, sex, sexual orientation, gender identity, national origin, veteran, or disability status.
