

Who We Are: We are transforming the insurance industry. Henriott Group, Inc. is committed to our mission to “providing our clients customized, innovative and cost-effective products and services to reduce risk”. We do this through open conversations with our clients to understand what is working, what needs to be adjusted and what is missing. Then, and only then, are we able to offer a solution to improve the position of those who wish to work with us.

Our solutions range from, but are not limited to, insurance products, human resource services, health & wellness, and risk management.

Our Workplace Culture: As a company passionate about transforming people’s lives, we are just as passionate about our team and supporting them in all aspects of their lives beyond the workplace. Our workplace culture supports both autonomy and collaboration. We offer a balance of pushing people beyond their comfort zones and allowing them to succeed at what they do well.

What You Bring: You’re looking to become part of a high-energy team where you will play a key role in building a successful company that already has great traction. You love to problem solve, are obsessive about the details, and do all of this with our client’s best interest in mind.

Objectives: We are seeking exceptional individuals who possess a high degree of commercial Insurance product knowledge and technical expertise. The selected individual will exercise judgment and act independently to provide service to an assigned book of business, in addition to supporting new business activity alongside our Business Advisors. They will need to prioritize and respond quickly in a fast-paced environment. This position requires independence to work with our middle market to large commercial accounts. This individual will act as the lead on assigned accounts as well as assist in the placement of new and renewal business.

Broad responsibilities in this role include, but are not limited to:

- Represent Henriott Group, Inc. as a product expert by staying current with industry changes, trends, and opportunities.
- Collaborate with your team and with Business Advisors on new business opportunities.
- Present proposals and summaries of insurance and be the primary technical contact with clients.
- Work with the assigned internal team for each client to assist with market assignment, carrier negotiations, and renewal decisions.
- Maintain and develop a high level of commercial insurance knowledge through educational opportunities.
- Act as a resource and participant in continuous improvement initiatives.
- Remain aware of and stay engaged with technological advancements to improve efficiencies within the commercial insurance space.
- Provide guidance and act as a role model & mentor to other team members, as needed.
- Collaborate with all team members throughout the agency to provide a unified Henriott experience.
- Maintain open communication regarding improvements needed and provide suggestions to assist in achieving agency culture excellence.

Requirements:

- Commitment to engage and participate in a culture of collaboration, agility, energy, and innovation
- Property and Casualty license for the State of Indiana (can be obtained post hire)
- Strong desire to increase knowledge and expertise in the insurance risk management field (i.e., Associate of Risk Management (ARM), Certified Insurance Counselor (CIC), etc.
- Excellent communication skills
- Strong organization and time-management skills necessary to manage large and varied projects simultaneously
- Self-motivated and ability to self-manage
- Problem solving skills
- Strong communication, oral presentation, and interpersonal skills
- High degree of professionalism and integrity
- Ability to work with all levels and disciplines within a client's organization
- Strong listening skills
- Ability to work as a team, provide and receive feedback
- Experience with Microsoft applications

What We Offer

- Competitive salary with unlimited earning potential
- Exceptional and competitive benefit package with:
 - Health
 - Dental
 - Vision
 - Virtual Telehealth Services
 - Company Paid Life Insurance
 - Company Paid Short Term Disability
 - Company Paid Long Term Disability
 - 401(k)
 - Employee Assistance Program
 - Flexible Paid Vacation Leave
 - Paid Holidays
 - Paid Maternity Leave
 - Paid Paternity Leave
 - Ability to work remotely

If successful, you will...

Work with and become a part of a talented, collaborative team who make it their mission to bring *"certainty in an uncertain world"*.