



SIA of NC, a division of SIA Group, Inc., is growing and we're seeking an **Agency Advisor** to join our charismatic team!

Responsibilities of an Agency Advisor:

- Achieve objectives as detailed in annual sales plan including organic growth objectives.
- Prospect and generate new business partners by signing up new Independent Strategic Member Agencies (ISM's).
- Facilitate new business, develop and deliver formal proposals, and conduct periodic meetings and/or presentations with both current and prospective clientele per SIA of NC's Strategic 3D System.
- Analyze ISM's through needs and production analysis to help provide growth solutions.
- Collaborate with Partner Growth Manager and/or Partner Growth Advocate to ensure ISM has open communication, achieve the best possible results, and resolve service issues as needed.
- Promote SIA of NC in the community, industry trade shows, and with carriers.

If you are driven to bring value to others and have a fire that's lit to achieve results, then it is time to take the next step in your career and apply today!

Compensation and Benefits:

- Competitive Salary + Sales Bonus
- PTO and Paid Holidays
- Health Benefits + Wellness Program
- 401 (k) with Company Match
- Educational Opportunities
- Work/Life Balance
- Stellar perks/fringe benefits package!

Required Qualifications:

- **Extraordinary sales aptitude including lead development, cold calling, sales closing skills, and business acumen.**

[To Apply: www.siagroup.com/careers](http://www.siagroup.com/careers)

- Reside in the Triad, Charlotte, or Raleigh.
- High level of integrity, natural tendency to compete, and effective time management skills.
- Natural networker, challenger in the methods of selling, and possess an extraordinary customer focus.
- Superior interpersonal communication skills.
- Engaging and effective presentation skills.
- Demonstrated ability to build relationships.
- College degree in risk management, business administration, or related field.
- Ability to travel, including some overnight travel as indicated by business needs.

Preferred Qualifications:

- **North Carolina Property and Casualty License**
- Insurance industry knowledge and experience