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## **Acend Insurance Solutions (a REIN Company)**

### **Commercial Trucking Insurance Agent/Producer**

#### **Company Summary:**

REIN is a venture backed technology company providing insurance solutions to customers and markets within digital ecosystems where they already work, play and live. REIN uses AI-powered insights to create or evolve products to meet shifting demands allowing companies to access new customers and unlock new revenue streams. REIN and its subsidiary, Acend Insurance Solutions, have a data-driven, intelligent and motivated staff. We have offices in Massachusetts, North Carolina, and Halifax, Nova Scotia. This position will be based in our Chapel Hill, NC office but would allow for partial remote work.

#### **Job Summary:**

REIN is looking for a commercial lines agent/producer, with commercial trucking experience to work on the formation of a large-scale Trucking insurance product being built in partnership with a global truck manufacturer. You'll specifically be working to optimize our owner-operator affinity channel, as well as converting and growing a fleet book of business through our exclusive reference channel. You'll work directly with our talented senior staff to shape programs and products to utilize our e-commerce experience and engage with large companies in need of creative solutions to differentiate insurance consumption and distribution approaches.

To be a fit you must have a history of exceeding your sales quota, continuously and substantially. You must be comfortable and confident rolling up your sleeves to build an impressive pipeline of business as a result of outbound prospecting (i.e. you are a hunter!). You also have experience navigating through complex organizations and selling to multiple decision makers, including the C-Suite. We'll bring lots of folks in the top of the funnel but You have to know how to close!

#### **Responsibilities and Duties**

- Creating and closely managing day to day referral relationships with our incoming prospects from our substantial, exclusive reference channel, our outbound calling team and other Biz Dev team members
- Cross selling to existing clients.
- Sourcing new business opportunities through various methods
- Properly analyzing new commercial applications, potential business client exposures and recommending appropriate coverage solutions.
- Delivering comprehensive proposals in a timely manner.
- Stay current on industry changes and maintain CE
- Create, maintain and expand your pipeline of prospects
- Working in multiple internal business systems to maintain thorough and accurate client notes and assuring proper follow up and documentation throughout the sales cycle.

#### **Position Requirements**

- 3+ years as a Licensed Insurance Agent with a proven track record of achievement in the field of Commercial Trucking
- Demonstrate strong knowledge of insurance products and usages, rating procedures, underwriting procedures, coverages, and industry operations to effectively secure new business and maintain existing client base
- Possess strong presentation, persuasion, and negotiation skills with the ability to close sales
- Be people-oriented, client-focused, and professionally assertive in developing new client relationships and servicing existing clients
- Comfort working in a startup environment with evolving targets and priorities.
- Resilient work ethic with the capability to adapt to the situation, flexibility and nimbleness in a changing business environment

- Drive and desire to learn, grow and drive improvement in the organization.
- Strong analytical, interpersonal, communication and negotiation skills.
- Proficient with CRMs, Agency Management Systems and technology in general.
- Insurance Agents License required, Broker or Underwriter, a plus.
- A Bachelor's Degree is preferred.

***To apply: candidates should send resume & salary expectations to [people@rein.ai](mailto:people@rein.ai)***