

Territory Sales Manager – Jacksonville / Northeast FL

We are seeking a results-driven Territory Sales Manager to oversee and grow our agency distribution network within a defined geographic region. This role is ideal for a self-motivated professional with a strong background in the insurance industry and well-established relationships with independent agencies in Florida.

Responsibilities:

- Establish and maintain strong relationships with independent agents to promote our products.
- Partner with the Director of Sales to create goals for agents to help them reach their maximum potential for production.
- Represent Patriot Select at trade association meetings and events to promote product and organization.
- Serve as a liaison between agents and organization and follow up on agency issues.
- Conduct thorough market research to identify new business opportunities, understand competitive dynamics, and stay updated on industry trends affecting property market in assigned territory.
- Report essential product information, changes, or adjustments needed, including agent feedback, to Product Manager.
- Track and report on competitor activities (such as filings) and products to relevant internal stakeholders.
- Provide training and ongoing support to agents and brokers to ensure they are knowledgeable about our products, services, and underwriting guidelines.
- Prospect new agent relationships and grow existing relationships in the assigned territory through face-to-face visits, phone calls, and email.
- Document agency visits in CRM to provide an accurate snapshot of the relationship. Highlighting successes, challenges and areas for improvement.

Requirements:

- Bachelor's degree (B.A. or B.S.) or related experience and/or training.
- Three (3) to Five (5) years' experience in a Business Development role, preferably in the Property and Casualty insurance industry.
- Ability to work independently and manage multiple priorities effectively.
- Proven track record of achieving sales targets and driving revenue growth.
- Must have the ability and willingness to travel, including overnight travel as necessary.
- Proficiency in CRM software and Microsoft Office Suite.
- Exceptional communication, negotiation, and interpersonal skills.

Why Join Us?

- Competitive salary and bonus.
- Health insurance, vision and FSA plans.
- 15 paid time off days, 8+ paid holidays.

- Dynamic, creative and values-driven culture.
- Modern and open office space.
- Opportunities for career advancement within a dynamic startup environment.