

## **Account Executive**

Amerinst Professional Services, Ltd.

**Duties & Responsibilities:** Identify new business opportunities through a systematic marketing and sales approach. To qualify potential clients, establish relationships and close sales within our Lawyers and Accountants Professional Liability Programs. Outbound contacts through phone and email. Will be assigned inbound leads generated through web and email marketing. To exceed sales targets and customer service standards established by the company. Light underwriting duties will be assigned throughout the sales process. To assist in marketing and branding of the program and company. To adhere to established sales process and contact plan to exceed sales targets on a monthly and yearly basis. Travel to industry events as needed.

Base Salary + Commission Program

**Qualifications:** 2+ years of outbound sales experience preferred. 4 year college degree preferred, that or equivalent of sales experience and industry knowledge. Strong phone and verbal communication skills. Applicant must be reliable and accountable for own results. Must have a strong will to succeed in a competitive environment. Willing to learn and quickly apply new skills in order to exceed goals. Must have high level of integrity and professionalism. IL P&C license (or the ability to obtain) is preferred.

**Company Description:** APSL is based in Lisle, IL and markets insurance products to small to medium size law firms and accounting firms nationwide. APSL was founded in 2009 by a team of insurance executives each with over 25 years experience and expertise in professional liability insurance. The company continues to emphasize ease of doing business, customer service and industry leading products specifically designed for their clients.

**For further information please contact Andy Roderique at [andy.roderique@amerinstpro.com](mailto:andy.roderique@amerinstpro.com).**