

Form Name:	Katie School Alumni Opportunity
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Katie School Alumni Opportunity

Company Name	Church Mutual Insurance Company
Contact Person	Du'Shon Brown
Title of Contact	Talent Acquisition Specialist
Email	dlbrown@churchmutual.com
Phone	17155394865
Address	833 E. Michigan Street Suite 600 Milwaukee, WI 53202
Company Website	https://www.churchmutual.com/
Indicate what opportunity is available	Full-time
Title of Available Position	Regional Representative
Opportunity Location	Chicago, IL
Salary/Wage Range	\$83,400 - \$101,700 plus commission
Opportunity Start Date	03/03/2025

Description of Career Opportunity Prospect and sell new insurance accounts for Church Mutual and subsidiaries.

This territory covers part of the Chicago metro area. Same day travel throughout the territory is required.

Compensation & Benefits:

- The target pay for this position is \$83,400 - \$104,700, which includes base plus book commission. The base salary for this role is \$42.4K - \$63.7K. Total compensation is heavily dependent on sales performance.
- Generous Commission Structure on New Business
- Earn competitive commissions on policy renewals from day one, based upon an existing book of business
- High earning potential for driven sales professionals (base + book + new business]
- Additional Bonuses for Profitability Attainment
- Company Car, Gas Card, and Company Credit Card for Business Expenses
- Eligible for Profit Sharing based on company results
- Eligible for time off benefits, health benefits, and 401(k)

Responsibilities:

- Develop and implement a documented plan to prospect and sell new insurance accounts that meet assigned goals and corporate objectives. Within established guidelines, will evaluate and determine eligibility of new business.
 - Conduct the required amount of prospecting activities by meeting or exceeding established goals or objectives demonstrating a true "Sales Hunter" mentality.
 - Conduct on-site visits to prospects to inspect, evaluate, and document exposures and conduct sales presentations. As a field underwriter, offer sound risk management and risk improvement advice to potential prospects. Complete insurance application and provide supporting data for processing. Enter system data to process transactions and document all decisions and communications.
 - Complete and maintain database(s) for all sales activities, provide written report(s) to management as directed, complete and process expense accounts.
 - Attend training seminars, meetings, and conventions as required, including trips to the Home Office for training.
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Preferred Skills

Qualifications:

- Bachelor's degree and industry experience is preferred.
- P&C license required.
- Maintain valid driver's license.
- Ability to understand organizational structure and operation.
- Able to work independently to specific performance standards and goals.
- Strong written/verbal presentation and listening skills.
- Demonstrated skills in relationship building, decision-making, negotiation, and communication.
- Ability to understand, interpret, and explain various insurance policies.
- Ability to learn and use job-related software to stay current with changes.
- Remote.
- Same day travel is required.

Church Mutual is an equal opportunity employer. All qualified applicants will receive consideration for employment without regard to race, color, religion, sex, sexual orientation, gender identity, national origin, veteran or disability status.

Exact compensation will vary based on consideration of a variety of factors including education, skills, experience, and location.

Please Specify How You Would Like Alumni to Apply

Alumni can apply via our careers site at:

<https://careers-churchmutual.icims.com/jobs/3456/regional-representative/job>
