Associate Broker – Los Angeles, CA
W. Brown & Associates Property & Casualty Insurance Services

We are one of the West's leading privately owned P & C insurance wholesalers. We provide a competitive advantage to those brokers looking to find a carrier for the most difficult / unique risks. We deliver one-stop access to a wide array of E&S markets and special in-house programs. Our brokers pride themselves on being coverage experts and strive to exceed client expectations through fast, knowledgeable service.

Job Opportunity
Looking for insurance professionals that are interested in transitioning to become a Wholesale Insurance Broker. The candidate would be mentored by a Senior Broker while helping manage an existing book of business. The goal is for the candidate to transition within 24 months into a full-time production role focused on growing their own book of business.

Job Attributes & Functions
- Quick Learner – Learn coverages and carrier appetites to better handle customer inquiries and marketing of submissions. Candidate will be relied upon to diagnose coverage questions, and market new & renewal business to carriers.
- Develop Customer Relationships – Candidate should be outgoing and willing to engage customers both over the phone and in person. Candidate will be expected to prospect and cold call on potential clients to develop relationships.
- Excellent Communication Skills – Read and digest coverages, situations, and problems and articulate them with solutions to clients, Senior Brokers, and carriers.
- Keep abreast of the insurance marketplace through networking opportunities, carrier parties, and client functions.
- Sales Ability – Comfort level in a sales environment where production is rewarded with increased compensation. The employee, when ready, will be relied upon to contribute to the sales team's overall goals.

Ideal Candidate
- 2+ years with an insurance carrier, E&S brokerage, MGA, or other insurance industry role.
- Bachelor's Degree
- Self-starter – Candidate should be eager to find solutions to problems, and deliver results.
- Insurance Designations Preferable – CPCU, RPLU, CIC, AU, ASLI, CISR, etc.

Interested Candidates
Please send a resume, along with a brief summary of your prior insurance experience.

Compensation
This position is salary based with a "revenue-sharing" bonus structure. Employees typically have an expense account for entertaining clients.
- Excellent health benefits with low contributions and deductibles
- Employer sponsored 401k
- Generous paid time off
- Employer paid CE Courses & Designations

Interested Candidates:
Please send a resume, along with a cover letter, and compensation history to CareersPC@wbais.com.