



**AVERY**  
INSURANCE

## **Licensed Personal Insurance Risk Advisor**

### **About Us:**

Avery Insurance is a dynamic and rapidly growing independent insurance agency dedicated to providing insurance solutions for successful individuals, families, and businesses. Our innovative approach and commitment to excellence have propelled us towards success for the past 125 years. We are family owned and operated. We believe our team is our greatest asset and go above and beyond to ensure that every member feels valued and appreciated. Our team is passionate, they work hard to deliver best-in-class service to our valued clients. As we continue to expand, we are seeking a Personal Insurance Risk Advisor join our growing team.

### **Position Overview:**

Exciting opportunity for an experienced personal lines insurance professional to play a vital role in our mission to protect what matters most to our clients. You will be responsible for cultivating and maintaining relationships with prospective and existing clients, analyzing, and assessing their insurance needs, and recommending appropriate coverage solutions and options. This position offers an excellent opportunity for a driven individual who will work on ideal client leads directed from financial professionals and lawyers in a collaborative office environment.

### **Key Responsibilities:**

- Conduct thorough insurance assessments to understand clients' risk exposures and coverage requirements.
- Educate clients of various personal insurance products and recommend suitable policies based on their needs and preferences.
- Prepare and present insurance proposals to clients, explaining coverage options, policy terms, and premiums.
- Collaborate with underwriters and insurance carriers to obtain quotes and negotiate terms to meet clients' expectations.



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- Provide exceptional customer service by addressing inquiries, resolving issues, processing policy changes promptly and accurately.
- Stay informed about industry trends, regulations, and changes in insurance products to effectively advise clients and maintain compliance.
- Prospect and generate leads through networking, referrals, and other channels to expand the client base.

**Qualifications:**

- Bachelor's degree or equivalent experience in insurance, finance, business, or related field.
- Active insurance producer license.
- Proven track record of success in sales or insurance-related roles, with a strong focus on client relationship management.
- Excellent communication, presentation, and negotiation skills.
- Ability to work independently, prioritize tasks, and meet sales targets in a fast-paced environment.
- Proficiency in insurance software and Microsoft Office Suite. AMS experience a plus.
- Commitment to maintaining ethical standards and confidentiality in handling sensitive client information.
- Competitive base salary plus commission and bonus opportunities.
- Comprehensive benefits package, including health insurance, 401K, paid time off.
- Ongoing training and professional development opportunities to enhance your skills and advance your career.
- Supportive work environment with a collaborative team and opportunities for growth and recognition.

**Other Information:**

Salary range \$50,000 to \$60,000 base, plus commission as well as bonus potential.

This full-time position is located in Gardiner, Maine and requires no less than three days on site.



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If you are passionate about making a difference in people's lives and thrive in a dynamic, client-focused environment, we invite you to join our team at Avery Insurance. Apply today to embark on a rewarding career as a Personal Insurance Risk Advisor and help protect what matters most.

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