



Job Description

Job title	<i>AVP Sales / Business Development</i>
Reports to	<i>SVP Commercial</i>

Job purpose

Paul Davis recognizes the strategic impact and long-term benefit realized as a result of a focused business development team. The AVP of Sales/Business Development position will develop relationships in a specific geographic region; although their relationships may take them anywhere in North America.

Duties and responsibilities

Utilizing new and existing personal relationships the AVP will grow the sales of the organization through increasing commercial property loss opportunities. This will primarily be done through growing and developing relationships with insurance carrier and independent claims staffs, broker producers and claims advocates, signing commercial policyholders to First Priority® agreements, and utilizing the local Paul Davis marketing force.

- Utilize/grow carrier and IA relationships
 - Obtain new projects from claims staff referrals
 - Improve access to independent claims adjusting firms
 - Gain inclusion with carrier “approved vendor” programs
- Grow and develop relationships with insurance brokers
 - Increase opportunities for referrals from claims advocates/agents
 - Gain access to large policyholders for First Priority® agreements
- Sign First Priority® agreements
 - Commercial property owners
 - Commercial property managers

Qualifications

This position requires:

- Experience in the insurance, property management or restoration fields
- An ability to conduct oneself professionally at the C-suite level
- An ability to utilize common sales/marketing software

Ideally the candidate will also possess:

- Existing contacts within one or more of our core target areas
- Specialized knowledge or certifications within the property and casualty industry and/or fields of mitigation, restoration, or construction
- A positive approach to navigating challenges

Working conditions

This position requires working from a home office and traveling. The nature of the work further requires a commitment to work when necessary; as this is not a 9-5 job.

Direct reports

While there are no positions directly reporting to this AVP position, it is important to utilize or mentor, when necessary, the local PD marketers in your region. These individuals can be a tremendous source of leads for you as well as help you implement new campaigns and penetrate the layers of a new opportunity.
