



## Job Description

<b>Job title</b>	<i>VP Sales / U.S. Commercial Business Development</i>
<b>Reports to</b>	<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 VP of Sales/U.S. Commercial Business Development position will utilize existing and develop new relationships across the U.S. to increase commercial sales along with managing a team of regional business development AVPs .

### Duties and responsibilities

Utilizing new and existing personal relationships the VP 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 staff, broker producers and claims advocates, signing commercial policyholders to First Priority® agreements, and utilizing the local Paul Davis marketing force and regional business development AVPs.

- Utilize carrier 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
- Manage the U.S. team of regional AVPs
  - Ensure individual goals are met within budget
  - Maintain team approach to maximize cross selling
  - Coach, Mentor, Collaborate, ensure “A” players want to come to PD

## **Qualifications**

This position requires:

- A minimum of ten years' experience in the insurance, property management and/or restoration fields
- An ability to conduct oneself professionally at the C-suite level
- An ability to utilize common sales/marketing software
- An ability to inspire and manage a group of professional salespeople
- An unwavering commitment to ethical transparent conduct

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**

Regional business development AVPs will be directly reporting to this VP position.

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