

CAREER OPPORTUNITY

Producer

Commission-Based Sales Professional

Build relationships. Create solutions. Grow your career.

At Brown & Brown, the Producer role is an outside sales opportunity focused on identifying new business, developing lasting client relationships, and delivering customized insurance and risk management solutions. Producers act as trusted advisors by understanding each client's needs and connecting them with coverage strategies that support their goals.

THE OPPORTUNITY An entrepreneurial career path for motivated professionals who enjoy relationship building, business development, and helping clients protect what matters most.

Key Responsibilities

Business Development & Sales

- Develop and execute strategic outside-sales plans to generate new business opportunities.
- Prospect, cultivate, and maintain relationships with business owners and decision makers.
- Analyze prospective clients' needs and current insurance programs to identify opportunities to strengthen their risk management structure.
- Prepare account marketing strategies and market accounts to insurance carriers.
- Present carrier proposals and tailored solutions to prospective clients.
- Negotiate terms and premiums with insurance carrier partners.
- Meet or exceed individual production and revenue goals.
- Collect premiums due on each account, when applicable.

Client Relationship Management

- Service and retain existing accounts through proactive communication and regular client meetings.
- Review accounts at least 120 days before renewal to evaluate strategy, coverage changes, and additions; prepare renewal instructions.
- Document client meetings and maintain accurate account records.
- Process coverage changes directly with carriers or provide written instructions to internal service teams.

Risk Management & Account Strategy

- Oversee loss control for each account and analyze loss trends.
- Collaborate with carrier partners and internal teams to develop customized coverage solutions.
- Recommend strategies that strengthen client outcomes and support long-term account retention.

Professional Development & Reporting

- Maintain production reports and attend sales meetings as required.
- Stay informed about industry developments through trade and market resources.
- Participate in training and professional development opportunities.
- Perform other duties as assigned.

Core Competencies

• Prospecting & Business Development	• Consultative Selling	• Client Relationship Building
• Sales Goal Achievement	• Communication & Presentation	• Product & Market Knowledge
• Negotiation	• Organization & Dependability	• General Math & Statistical Analysis
• Time & Stress Management	• Resilience & Self-Motivation	• Confidentiality & Professional Judgment

Qualifications

To perform this role successfully, an individual must be able to perform each essential duty satisfactorily. Reasonable accommodations may be made to enable qualified individuals with disabilities to perform the essential functions.

REQUIRED	PREFERRED
• Bachelor's degree • Proficiency with Microsoft Office Suite • Exceptional verbal, written, and telephone communication skills • Ability to maintain a high level of confidentiality • Ability to drive a personal or rental vehicle for routine or periodic travel • Ability to pass a Motor Vehicle Record check at hire and periodically thereafter, and maintain minimum acceptable insurance coverage • Appropriate insurance license or industry designation	• Bachelor's degree in business, finance, risk management, insurance, or a related field • Prior sales, client service, or business development experience • Insurance or financial-services experience

Why Brown & Brown?

Brown & Brown offers a performance-driven environment where teammates are encouraged to build relationships, develop professionally, and create meaningful solutions for customers. This opportunity is designed for motivated individuals ready to take ownership of their career and grow through results.

**READY TO
TAKE A RISK?**

Brown & Brown is an Equal Opportunity Employer.