

THE HORTON GROUP

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Address: 10320 Orland Parkway, Orland Park, IL 60467
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Company Website: www.thehortongroup.com

Position Title: Sales Executive

Opportunity Location: Orland Park, IL

Start Dates: 6/9/2011 – 12/31/2011 (multiple)

Preferred Skills:

- Networks, develops relationships, builds centers of influences and embraces "warm calling"
- Excellent relationship-building
- Strong communication skills
- Ambitious, self-motivated and possessing an entrepreneurial spirit
- Ability to understand the needs and requirements of clients to protect their business
- Willing to partner and work with a mentor/coach
- Success-driven, self-starter and reasonable risk-taker
- Proficient use of technology (Microsoft Office Products and Agency Management Systems)
- Flexibility and creativity for developing innovative, customized business solutions
- Ability to negotiate
- Licensed in Property/Casualty and Life/Health

Salary/Wage Range: \$40,000 + Bonus

Career Description:

The Sales Executive will identify, cultivate and develop new sales opportunities for The Horton Group. Additionally, he/she will prospect, solicit and sell new business and return existing clients through the renewal process. The Sales Executive will also identify and pursue cross-selling opportunities for each applicable area of the organization.

ESSENTIAL DUTIES AND RESPONSIBILITIES include the following. Other duties may be assigned.

- Develop a comprehensive prospecting plan, including targets and methodology for developing prospects into opportunities.
- Create an adequate number of new business opportunities per business plan.
- Network centers of influence in order to develop new opportunities.
- Achieve new business sales goals annually.
- Understand Horton's value proposition for each opportunity and align the Agency's resources and expertise with individual client sales strategies
- Maintain strong relationships with clients and prospects.
- Provide service in support of sales duties and build relationships with clients and carriers.
- Assist in selecting competitive carriers to receive new business and re-market applications.
- Be capable and willing to ask for referral opportunities from existing clients.
- Participate in preparing proposals and presentations.
- Maintain a high level of client retention annually.
- Provide proactive risk management advice to existing clients and resolve issues effectively
- Remain current on all technical issues and demonstrate product knowledge, as needed
- Develop cross-sell opportunities for other Horton divisions.
- Participate in meetings with sales team, as directed.
- Perform other duties as required.

*If you are interested in applying for this position, you should email your resume to Katie Cummins