



Sr. Market Manager

Copic Job Description

JOB OVERVIEW

JOB TITLE	Sr. Market Manager
DEPARTMENT	Sales
FLSA CLASSIFICATION	Exempt
REPORTS TO	Director, Sales

JOB SUMMARY

To grow the Copic Core business & foster agent relationships in the states in which we do business as well as identified growth territories. Prepare individual, group and facility insurance quotes and assist in the preparation of sales proposals and presentations. Handle new coverage inquiries from providers, agents and underwriting. Assist with various administrative and customer service support duties. Interact and build relationships with existing agent partners and new clients alongside colleagues to market and sell medical professional liability insurance, discuss Copic's services/value-added offerings, review coverages, etc. Attend conferences in a vendor capacity to promote Copic.

KEY RESPONSIBILITIES

➤ **Collaborate to Develop, Implement, and Execute Sales Strategy for Current Markets & Identified Growth Territories** Percent of Time: 45%

- Have intimate knowledge of our insurance forms, offerings, and services in each state to execute the sales strategy in current and growth markets. Partner with colleagues & leadership on the Copic Sales Team and internal departments to support growth & company initiatives.
- Collaborate with Sales Department to meet or exceed annual sales goals in designated territories/with designated agencies for new physician and hospital business.
- Facilitate introductions by setting up meetings, dinners, etc. with facility and physician prospects and Copic Sales staff and Execs in current and expansion states.
- Lead presentations to prospects and key stakeholders.
- Monitor industry trends and competitor activity to better position Copic in the marketplace.
- Provide conference support at various meetings, as assigned.

➤ **Nurture Existing Broker Relationships & Assist in Seeking Out New Brokers** Percent of Time: 45%

- Lead and manage broker/agent relationships in assigned territories to strengthen retention and drive new business.
- Recruit and onboard new brokers/agents; coordinate with Sales to determine contracting partners.
- Train brokers/agents on Copic's value proposition, products, forms, services, and sales process.
- Set expectations and monitor performance of agents, address challenges swiftly.
- Coach and support agents in the field by joining sales and cultivation calls and strengthening presentations directly with clients.

KEY RESPONSIBILITIES CONTINUED...

- Conduct regular outreach (in-person and phone) with existing brokers to reinforce Copic's message & build relationships.
- Collaborate with the Sales Team, designated agencies and the Underwriting Department to facilitate efficient handling of opportunities from submission to presentation.
- Assist in the development and implementation of broker advisory meetings and incentive trips as needed to further solidify agent relationships and drive new business opportunities.
- Assist in the development & monitoring of sales incentive plans in growth states.

➤ **Other Sales Department Duties**

Percent of Time: 10%

- Assist Risk Management, Underwriting & Policyholder Services, Claims & all other internal Copic Teams with retention efforts.
- Other duties as assigned.

REQUIRED QUALIFICATIONS & SKILLS

- 7+ years of insurance sales/service experience.
- P&C license must be obtained within 60 days of assuming the position.
- Strong communications skills both written and verbal.
- Strong team building skills.
- Excellent customer service skills.
- Requires ability to work at a rapid pace and deal with demanding personality types.
- Ability to work independently when necessary and as part of a team.
- Must be able to work effectively (and collaboratively) with other internal departments, external agents & brokers as well as directly with prospective and current insureds.
- Self-motivated and highly committed to achieving aggressive sales goals.
- Analytical, critical thinking, and problem-solving skills.

DESIRED QUALIFICATIONS & SKILLS

- Bachelor's degree in insurance/sales/marketing or related field.
- P&C License in contiguous states.

WORKING CONDITIONS

- Typical Office Environment
- Hybrid Schedule. Office located in Denver, Colorado
- Travel up to 30%
- Schedule
 - Full-Time, 40 hours per week, long or unusual hours as needed, sometimes on short notice
 - Business Hours: 8am-5pm

About Copic

Copic's mission is to improve medicine in the communities we serve. We strive to be the premier diversified service organization providing professional liability insurance and other needs of the health care community through advocacy, innovation, and the commitment and dedication of our employees.

We offer competitive wages, a comprehensive and highly sought-after benefits package, and a great work environment with fun, friendly people who truly enjoy their work. Hiring range for this position is \$78,281.79/annually to \$97,852.23/annually.

Disclaimer: *This is not meant to be comprehensive. Job duties and/or qualifications are subject to change depending on business need.*