



LEHIGH VALLEY

SALES CAREER PATHWAY

3001 Emrick Boulevard, Bethlehem, PA 18020

(610) 974-9490

<https://bbinslv.com/>

JOB OPENINGS: <https://www.bbinsurance.com/careers/>

Business Description

Brown & Brown is a leading insurance brokerage firm providing risk management solutions that help to protect what our customers value most. We are a big company that doesn't act like one, arguably making us the most efficient operating platform in the insurance brokerage business. We understand that the only constant is change and pride ourselves on our unique ability to deliver focused solutions to customers at the local level. As a decentralized organization, rigid rules and bureaucratic interference are minimized. Decision-making remains with local leaders allowing them to determine the resources, solutions, and technology that provide the best value to their customers.

Knowledge, Skills, and Abilities Needed

We're looking for employees who are or have...

- Gritty
- Trustworthy
- Customer-focused

Connect with us on Social Media!



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Brown & Brown Insurance



@B_BInsurance



BB_Insurance

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Leadership

After demonstrating subject matter knowledge, industry expertise, and business operational savvy, we commonly promote from within when leadership opportunities become available. As a Meritocracy, the success of those on our team is often capitalized through leading a small team, large departments and even overseeing local offices. Once in a leadership position, there are opportunities across our organization!

Vice President

A growing career in this industry may lead our teammates to develop their sales skills and insurance knowledge into a Vice President position. In this position, teammates will build a client base through relationships in the community and networking in a particular industry or geographical area. To elevate to a Vice President role, this individual will have demonstrated extensive success in a sales position and share their knowledge through mentoring others. This role is a Senior level position on our team.

Sales Executive

As a Sales Executive, this individual will be responsible for identifying new business relationships and establishing partnerships in the community. The Sales Executive will serve as the trusted business advisor to our clients by providing Risk Management and Insurance Solutions. With a team that is as connected nationally as it is locally, we provide the personalized service of a local agency and the powerful solutions expected from a national broker.

Entry-Level Associate

We are dedicated to teaching the next generation of insurance professionals. As an Entry Level Sales Associate, this individual will learn the foundation of insurance. We will provide licensing, training, and mentorship! Those that succeed in this role are willing to learn, coachable, and thrive in a team oriented high accountability environment. An insurance license will be required.

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