

Regional Territory Director

Description

About Kinetic Kinetic is on a mission to provide an Insurance offering where technology can create a safer work environment for our clients and where our broker partners can provide a unique risk mitigation strategy to their clients and prospects. Through Kinetic's wearable technology, which sits on the wearer's hip and alerts them when they perform a high-risk motion, we are able to help people change their behavior and prevent painful, costly injuries. Our wearable technology has been deployed to tens of thousands of industrial workers at some of the leading Fortune 500 firms, and has been proven to reduce injuries by 55%. Kinetic, in partnership with Nationwide, is the first of its kind MGU providing a technology-driven approach to worker safety by equipping policyholders with wearable hardware, at no additional cost, that is proven to reduce injuries and claims. This approach is aligning the policyholder, the broker and the carrier with tools that allow for proactive loss control and premium savings. Kinetic is backed by leading New York and Silicon Valley venture capital firms and they share our excitement in defining the future of Workers Comp Insurance. Kinetic is a fully distributed company that values diversity and provides our team members opportunities for growth. We are dedicated to creating an environment where people can share their own backgrounds, experiences, and ideas to produce their best work. The Role We are looking for a rock-solid candidate to join the Kinetic Insurance Distribution team. This is a small, fast-paced, and high functioning team that is focused on evangelizing a new value proposition in Workers' Compensation and building a thriving and active broker network. As a part of the Kinetic team, you'll get to tackle the challenges and reap the rewards that come from scaling something new. You will be part of a fast paced Insurtech environment, a culture of innovators and game changers and you will ride the wave of excitement that comes with pioneering the future of Workers' Comp Insurance. The ideal candidate has experience working with existing and prospective Independent Agencies to develop profitable business and sources of new business in the area of Workers' Comp. This role will be responsible for working with and supporting our Production Underwriting team, servicing our existing Broker network, farming new relationships inside those agencies, and building new agency partners all to achieve maximum production and profit goals in the assigned territory. The ideal candidate has experience building or growing broker networks, has experience in distributing or underwriting Workers' Compensation Insurance and has relationships and knowledge in the flow and placement of this product. The primary responsibility of this role is to drive in quality submissions for review by the Kinetic Underwriting team and hit GWP growth targets. This is a fully remote position with up to 50% travel based on need. What you'll do: Identify, profile, onboard and develop a productive relationship with new distribution partners to ensure mutual success and profitable growth to Kinetic Develop and execute customized sales strategies for new and existing partner relationships to exceed revenue goals and maximize Kinetic's position within assigned agency relationships resulting in a healthy submission pipeline that leads to profitable gross written premium Take a consultative approach to understand partner objectives and build out a clear strategic roadmap to help them achieve success while achieving key objectives to Kinetic Identified growth opportunities within Kinetic's identified targeted appetite as well as general program opportunities to help shape our appetite further Accurately forecast distribution channel premium within territory with a clearly outlined plan on pipeline and actions necessary to reach those expectations, leveraging data and reporting tools to monitor results to plan Collect, document and

Hiring organization

Kinetic

Job Location

New York City, New York, United States

Base Salary

\$ 95000 - \$ 152500

Date posted

June 2, 2024

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report out on competitive intel to help drive the business forward Effectively educate and promote Kinetic's Injury Reduction Programs within the agency partner community Collaborate interdepartmentally to develop, manage and drive distribution partner premium growth and ensure ideal experience for all parties Represent Kinetic in meetings with distribution partners, at seminars, trade shows and networking events; developing strong relationships through the region while building Kinetic's brand credibility Responsible for ensuring distribution partners follow all of Kinetic's underwriting practices to ensure a profitable book of business Identify areas for constant improvement and iteration within the distribution team and overall partner management Documentation and organization of territory within CRM (Salesforce & Gong) Establish a positive distribution team culture leveraging the Kinetic values What you've done: BA/BS degree from an accredited institution, or equivalent 5+ years of distribution management or sales experience in Insurance, preferably with experience in Workers Comp and Middle Market Successful experience in acquiring and managing agency partnerships, pipelining opportunities and consistent strong performance against growth targets such as submission growth, new written premium, and retention Thorough understanding of the P&C insurance industry with strong business acumen to action accordingly Deep understanding of agency distribution with experience in complex organizational structures preferred Exhibits excellent communication skills with strong ability to collaborate and influence effectively Demonstrated ability to forge strong relationships with key distribution partners Experience successfully holding themselves, partners and team members accountable with strong attention to detail Results driven with an entrepreneurial mindset Resourceful with strengths in problem solving to help drive business objectives and successful outcomes Thrives in an environment of urgency and excels under pressure and in an environment that requires adaptability to rapid change Preferably, proficient with the Google Suite of business products and experience in Salesforce What we offer: \$135k-\$190k OTE Fully distributed, remote team across all continental US time zones Choose your OS – employees can choose any computer they prefer Medical, dental, and vision insurance 20 vacation days per year 9 federal holidays off Parental Leave HSA with compatible health plans FREE: Health Advocate FREE: Telehealth Membership FREE: OneMedical Account Please mention the word ****EAGERLY**** and tag RMzQuMTQ1LjE1My4xMjA= when applying to show you read the job post completely (#RMzQuMTQ1LjE1My4xMjA=). This is a beta feature to avoid spam applicants. Companies can search these words to find applicants that read this and see they're human.

Contacts

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