

## **Commercial Insurance Agent**

### **Location Options:**

- **Virtual Option:** Active 220 License + 2+ years of commercial sales experience
- **Hybrid/Office (Boca Raton):** For candidates with less than 2 years of experience; weekly accountability check-ins required

### **Overview**

At Legacy Insurance, we don't just sell policies—we engineer protection strategies that safeguard businesses and strengthen communities. As a Commercial Insurance Agent, you'll be the architect of risk management solutions, helping companies navigate exposures with confidence. You'll combine technical expertise with relationship-building to deliver coverage that protects today and preserves tomorrow.

### **Responsibilities**

- Develop and maintain a portfolio of commercial clients across industries
- Conduct in-depth risk assessments and present tailored proposals
- Manage renewals, endorsements, and claims coordination with precision
- Document all activity in Legacy's CRM/AMS in line with compliance standards
- Participate in accountability sessions to sharpen skills and align with benchmarks
- Represent Legacy with integrity, professionalism, and client-first care

### **Qualifications**

- Active 220 License (required for virtual option)
- 2+ years of commercial insurance sales preferred; less experienced candidates supported through hybrid coaching
- Strong negotiation, communication, and organizational skills
- Proven ability to build trust and deliver measurable results

### **Compensation**

- Commission-only basis, with performance-based growth opportunities

### **Why Legacy Insurance**

At Legacy Insurance, you're not just selling policies—you're shaping futures. We provide the tools, mentorship, and accountability to help you grow into a trusted advisor and community leader. Our culture is built on collaboration, compliance, and innovation, giving you the freedom to succeed while contributing to something bigger than yourself.