ADJUSTERS INTERNATIONAL
BASLOE, LEVIN & CUCCARO

Business Development/Sales Specialist

Since 1908, Adjusters International/Basloe, Levin & Cuccaro (AI/BLC) has been guiding clients through the unpredictable territory of preparing and settling property insurance claims. In 1985 AI/BLC, along with a group of other leading public adjusting firms in the United States, Canada and the United Kingdom, foresaw the need for an international network of highly skilled public adjusters who could bring specific expertise to servicing any type of property loss, anywhere, at any time. Adjusters International was the result.

Description:
Use your sales and business development skills to create and foster meaningful relationships within the community. Ensure that the services of AI/BLC are introduced to community contacts.

- Soliciting clients
- Maintain relationships with referral sources
- Proactive marketing to business professionals in local area
- Community involvement

Additional Information:

- Excellent career opportunity
- Base salary plus commission/bonus
- Comprehensive benefit package

Qualifications:

- Based in the Capital District or Hudson Valley
- 5 years direct sales experience preferred
- 5 years of P&C insurance experience preferred
- Highly motivated personality
- Ability to identify and close leads
- Cold-calling required
- Periodic weekend duty
- Travel required
- Proficiency in Excel, Word, Outlook and social networking/marketing preferred
- Acquisition of public adjusting license is required at the beginning of employment

Learn more about our company at aiblc.com.

To be considered for the position, please submit a cover letter and resume to dtompkins@aiblc.com. You can also contact us via fax (518-438-0470), or by mail:

Adjusters International/Basloe, Levin & Cuccaro
Attn: Daniel Tompkins
125 Wolf Road, Suite 214
Albany, NY 12205