



Business Development Associate

ABOUT FORGE

Forge is on a mission to better serve independent insurance agents and small business owners by protecting the people and assets that drive the American dream forward. We do this by using modern technology backed by seasoned insurance expertise supported by friendly customer service professionals. We offer competitive commercial auto insurance protection with coverage and service that is transparent, reasonable, and easy.

The commercial auto line of business is the fastest growing line in the P&C industry. Forge is executing on its 10x business plan which outlines the path to profitably grow at a significantly faster rate than the line and industry. If you believe iron sharpens iron, then you may just fit in at the Forge foundry.

ABOUT THE ROLE

LOCATION – Bethesda, MD / Cleveland, OH / Hybrid - Remote

We are looking for a Business Development Associate that is excited to be the face and voice of Forge insurance with our Agency distribution partners. In this role you will engage and connect with future agency distribution partners as well as existing agency distribution partners. You'll seek to understand and navigate the different agency types and communicate the Forge value proposition in the most effective manner to drive submission activity and new business premiums. You will create demand for our insurance products by calling agencies and being a friendly, knowledgeable, and helpful resource. You will train agency partners and their representatives on our Agency technology to increase monthly active users in our AgentFIRE portal. Moderate travel may be required for success but can be planned and managed in advance.

COMPENSATION – Competitive Base Salary and benefits package including clearly defined performance-based incentive compensation, 401(k) savings plan and Employee Stock Ownership Plan, as well as Group Life, Medical, Dental, and Vision insurance plans to ensure you and family thrive.

ABOUT YOU

- You are energized by being around new people and have a skill at cultivating new business relationships from telephone conversations and virtual meetings
- You are resilient and you are willing to keep dialing to find our future business partners and achieve your new business production targets
- You are organized and transparent and desire to use our CRM (HubSpot) to enhance your workflows and productivity

- You are willing to learn different IT systems as well as the insurance industry through company-led training and independent training modules and will get an insurance license within 90 days of hire
- You collaborate and communicate well with others and can effectively persuade team members in different functions – Underwriting, Claims, Insurance Operations, IT, Finance
- You are a proactive self-starter that takes accountability for opening up new doors by generating new insurance submissions

QUALIFICATIONS

- Bachelor's or equivalent experience in Business
- Experience in the insurance industry preferred
- Detail oriented and organized in work
- Ability to meet assigned deadlines and sales quotas
- Excellent communication and interpersonal skills with a customer service focus
- Ability to act and operate independently with minimal daily direction from manager to accomplish objectives
- Proficiency with email and Microsoft Office applications; ability to master industry-specific software applications
- Ability to work cooperatively and collaboratively with all levels of employees, management, and external agencies to maximize performance, creativity, problem solving, and results.

INTERESTED CANDIDATES SHOULD SUBMIT A RESUME AND COVER LETTER TO
RECRUITING@FORGEINSURANCE.COM

Forge Insurance ensures equal employment opportunities regardless of race, creed, gender, color, national origin, religion, age, sexual orientation, gender identity, disability, or status as a protected veteran.