

Relationship Manager – Petoskey, MI

Imagine working for an industry leader where you benefit from the winning combination of positively impacting the lives of your clients while earning great pay and outstanding benefits. In this fantastic professional career opportunity you will be viewed as a trusted advisor to your clients as you help them achieve their goals while safe guarding their future.

Due to growth and recent acquisitions, we are looking for a **Relationship Manager** to join our team in Petoskey, MI. In this highly visible role, you will be responsible for managing key client relationships and generating new business sales. If you are a people person who likes to build meaningful, lasting relationships with clients, then this is the job for you! At KorthaseFlinn, we have an excellent portfolio of insurance companies and products available, so that we can meet all the needs of our clients. Imagine a better sales role where you will have all the tools you need to succeed including the services your clients want and the training you need to take your career to the next level!

This is your chance to use your sales skills your success and your continued professional development are supported. We provide training to help you reach your goals including training from firms, industry consultants, insurance carriers, and online resources! We also pride ourselves on having state-of-the-art technology solutions to facilitate superior client service and heighten staff productivity.

Take pride in knowing that the work you do is of significant importance for a company that has been recognized as the leading full service insurance and financial services firm in all of Northern Michigan. Join our team of experts today!

Some of the benefits to you:

- **Competitive compensation and commission for new business sales as well as for renewal business**
- **A great benefits package** that includes medical, vision, dental, and life insurance, short and long term disability, Simple IRA, HSA and FSA accounts, PTO, charitable time off, paid holidays, and gym membership reimbursement
- **Educational assistance**
- **Advancement potential** into other great roles within the organization
- **Flexibility – You can work out of any of our three locations in Boyne City, Petoskey, or East Jordan, MI**

We want to hear from you if you have:

- Experience developing and implementing sales plans
- A record of consistently achieving personal sales activity metrics and sales quotas
- Experience presenting solutions to business executives and individuals, and effectively persuading prospects to take action
- *Experience within the commercial insurance, group health insurance and/or the financial services industries is a plus!*

All qualified applicants will receive consideration for employment without regard to the individual's race, color, sex, national origin, religion, age, disability, genetic information, status as a military veteran or any other characteristic protected by applicable law.