The insurance industry is evolving, and SIAA is excited to drive this evolution. As the premiere agent alliance, we have created the strongest network where independent insurance agencies can accelerate their growth by accessing diverse products from the most reputable carriers available. We make a difference in people’s lives by helping them build successful careers and businesses, and when we achieve this for our member agencies, our strategic partner carriers, and for our internal team, the potential for our collective success is unlimited.

As a Great Place to Work, SIAA embraces the unique experience, background, and perspective that each individual brings, and we are connected by the common core values that drive our success: Persistent Positivity, Intellectual Curiosity, Humble Authenticity, Selfless Collaboration, and Solution-Driven. Join a team that is relentless in its pursuit of continuous improvement and execution of forward-thinking ideas. If you are looking for an organization where your ideas are heard, your feedback is valued, and your opportunities to learn and grow abound, look no further than SIAA and our master agency network.

**Midwest Insurance Agency Alliance** has a new opportunity for a **Regional Vice President** in the Nebraska region to support attaining and exceeding organic growth goals by increasing the number of new member appointments within the territory. The Regional Vice President will increase the existing network by using a systematic approach to identify potential new members and utilize effective "needs-based" selling techniques to motivate qualified prospects to become appointed with the master agency.

**The Day to Day**

* Develop and maintain a consistent, high-volume prospect pipeline comprised of qualified start up, scratch, existing agency owners, producers, and larger opportunity partners.
* Work in concert with local and national marketing departments to develop and utilize effective marketing materials to generate qualified prospect interest.
* Employ strategic and tactical activities to identify, locate and contact potential ISM’s. Activities include, but are not limited to calling, visiting, utilizing virtual and social media, as well as employing alternative methods to attract interest.
* Participate in company and agency functions to network for company appointments and ISM prospect leads.
* Develop, review, and analyze information on ISM prospects to establish suitability for membership in the network.
* Effectively establish and maintain a positive working relationship with the master agency growth coach and utilize the AGC in recruiting selling process.
* Participate in industry related conferences and trade shows for the primary purpose of establishing new member prospect connections
* Learn and utilize all necessary technology, especially the consistent documentation of all leads and recruiting details. This is to provide transparency for the master agency as well as pipeline continuity.
* Negotiate and execute Independent Strategic Member Agreements as directed by the master agency.
* Participate in applicable learning, development, and communication to increase, skills, capabilities, and knowledge.
* Participate in master agency meetings, especially the master agency member meetings.
* Uphold all master agency and SIAA policies and procedures needed for companywide effectiveness, profitability, and compliance with state and federal law.
* Other duties as directed.

**Requirements**

* Bachelor’s degree from four-year College or university
* At least 10 years property and casualty insurance company, wholesale insurance, and/or agency experience required.
* Ability to multi-task in fast paced environment.
* Comfortable with independent work as well being a team leader.
* Must have ability to communicate effectively one–on-one and to larger groups via multiple mediums.
* Ability to understand, analyze, and assess agency economics and match to master agency agreement value.
* Work collaboratively with others (internally and externally) to achieve common objectives, goals, and results
* Attend all required meetings
* Conduct public presentations and communications
* Maintain a working knowledge of all processes and technologies

SIAA is proud to be an equal opportunity employer and is committed to maintaining a diverse and inclusive work environment. All qualified applicants will receive considerations for employment without regard to race, color, religion, sex, age, disability, marital status, familial status, sexual orientation, pregnancy, genetic information, gender identity, gender expression, national origin, ancestry, citizenship status, veteran status, and any other legally protected status under federal, state, or local anti-discrimination laws.