



**Job Title:** Territory Manager

**Position Reports to:** Director of Sales

**Classification:** Exempt, Full Time

**Position Summary:** Southern Oak is looking for a Territory Manager for the Panhandle of Florida region. This position is responsible for sales performance and profitability of its territory agency partners.

**Primary Responsibilities:**

- Travel to independent agencies in your assigned territory to assist with building and strengthening their book of Southern Oak business; some overnight travel required
- Present and explain products and services using a consultative approach, based on a true understanding of agency needs and goals, while also providing marketing strategies
- Develop strategies to improve business relationships and drive outcomes
- Prospect for new agencies in the territory
- Awareness of community events and/or projects where company sponsorship is involved
- Ability to collaborate with other internal departments and vendor partners such as Claims, Underwriting, and Customer Service
- Additional responsibilities as assigned

**Territory:**

- Panhandle of Florida

**Preferred home office location:**

- Panhandle of Florida

**Qualifications:**

- Bachelor's degree in Business or related field of study (Marketing, Business Management) and three years of outside business to business sales experience or five years of business-to-business sales, preferably in the property and casualty field
- Overnight travel required
- Valid driver's license and auto insurance
- Demonstrated outside business-to-business sales experience
- Established Agent relationships within assigned territory preferred
- Positive attitude and team oriented
- 220 Agent license strongly preferred
- Ability and willingness to travel for trade shows, demonstrations and client meetings
- Ability to work independently
- Ability to lift up to 15 pounds at times
- Ability to use formal and informal networks to accomplish goals
- Proficient in Microsoft Word, Excel, and PowerPoint

**Benefits**

- 401(k) with dollar-for-dollar company match up to 6%
- Medical, dental & vision
- Wellness & mental health
- Company paid Life, Short- and Long-Term Disability
- Paid time off
- Diverse, inclusive & welcoming culture
- Career development & tuition assistance
- Equal Opportunity Employer

Satisfactory completion of a post-offer drug screening and background check is a condition of employment.

**Company**

Southern Oak is a Florida-based insurance company specializing in personal residential property coverage with its home office in Ponte Vedra Beach, FL.