

We are considering candidates at two experience levels for one open position.

The selected candidate will be hired at the level that best aligns with their experience and qualifications

Marketing Representative II

Position Summary:

The Marketing Representative II is responsible for independently managing a portfolio of independent insurance agencies. This role focuses on driving profitable growth, developing strategic agency plans, and deepening relationships through a consultative approach. The position entails significant interaction with both internal departments and external stakeholders. As a trusted advisor to agency staff, the Marketing Representative II is expected to demonstrate deep product knowledge, deliver targeted training, and proactively contribute to the company's market strategies.

The territory this position covers includes regular travel within a designated area of Massachusetts, primarily in Boston/North of Boston.

Principal accountabilities that align with Quincy Mutual's core competencies, including:

Communication & Relationship Building

- Independently manage mid-to-large agency relationships with minimal supervision.
- Develop strong, productive relationships with agency principals and staff.
- Establish credibility as a consultative partner aligned with the company's philosophy and values.
- Provide product education and training tailored to agency needs.
- Maintain up-to-date competitive intelligence and communicate key findings to company stakeholders.
- Serve as a reliable liaison between assigned agencies and internal departments.
- Collaborate with internal teams including Underwriting, Claims, Loss Control, and Management to ensure coordinated service delivery.
- Represent the company in external presentations, meetings, and events.
- Attend regional agent conventions.
- Delivers persuasive and targeted presentations to agency and internal stakeholders.
- Facilitate productive collaboration across departments.

Delivery & Productivity

- Lead strategic planning and execution with assigned agencies to drive profitable growth and promote alignment with corporate objectives.
- Evaluate and onboard new agency opportunities in line with company strategy.
- Review production and profitability results with agencies on a regular basis.
- Conduct periodic performance reviews with agencies and adjust plans as needed.
- Facilitate targeted and advanced product and business training to maximize agency performance.
- Contribute to broader sales, distribution, and profitability initiatives.
- Exceeds growth and profitability targets.
- Gather current competitive and marketing intelligence and analyze, interpret and communicate potential impact to the company to internal stakeholders
- Collaborate, influence and support internal business partners including Underwriting, Production, Management, Claims &/or Loss Control.

- Train agency personnel on company products and programs & processes.
- Actively participate in managing assigned agency production of premium volume in line with Quincy Mutual corporate goals.

Business Insight and Analytics:

- Participate in developing, executing, and adjusting business plans and initiatives, promoting alignment with key Personal & Commercial Lines business strategies.
- Interpret and analyze competitor actions and market trends to guide agency discussions and support business decisions.
- Proactively identifies and evaluates new agency opportunities.

Leadership & Entrepreneurship:

- Provide Informal mentoring to peers.
- Supports onboarding new team members.
- Identify opportunities and recommend solutions to improve agency and customer experience and collaborate cross functionally to effect improvement,
- Independently build and /or enhance and cultivate mutually beneficial business processes relating to prospecting, business planning, engagement training, etc.

JOB REQUIREMENTS:

EDUCATION:

- Bachelor's degree or equivalent industry experience required.
- Professional designations such as CPCU or CIC preferred or in progress.

EXPERIENCE:

- 5–10 years of experience in field marketing or underwriting with independent insurance agencies.
- Demonstrated expertise in strategic planning and agency relationship management.
- Experience working independently across multiple functional areas.

SKILLS:

- Strong interpersonal, negotiation, and communication skills.
- Ability to work independently and across departments.
- Proficient in analyzing data, MS Office applications, and insurance-specific systems.
- Confident and persuasive in both small and large group presentations.
- Strong organizational and time management capabilities.
- Effective in managing change and applying sound judgment.
- Must have a valid driver's license and favorable driving record.

At Quincy Mutual Group, we are dedicated to creating a gratifying and rewarding workplace, emphasizing integrity, communication, and a supportive environment. Join us to be a part of a team where your contributions are valued and your growth is nurtured.

Salary Range: \$125,000 - \$143,000 per year. This range is a good faith estimate which reflects the annual salary we reasonably expect to pay for this specific full-time position at the time of posting. The actual salary offered will be based on several factors including the candidate's experience and qualifications.