



**Position: Business Development Associate**

*At Highpoint Insurance Group, our greater purpose is to give more than we take, having a servants' heart for our clients, co-workers and community.*

At Highpoint we know that the key to growth is a high-performing sales team. That's why we are seeking an enthusiastic **Business Development Associate (BDA)** to generate and qualify potential customers who will benefit from our expertise and services. As the first line of communication with prospects, ideal BDAs have a strong understanding of the sales process, excelling at researching leads, and starting new relationships. But this is just the beginning.

During your first year, you will not only get licensed, accredited, and specialized training, you will also have the exclusive opportunity to shadow alongside a Risk Architect on meetings you set, learning and developing your knowledge and skills along the way. The following year, you will lead the meetings with a closing mentor/coach. By year three, you will have built a powerful foundation to catapult your sales career in an industry with unlimited income potential.

**We BELIEVE in:**

- Discipline
- Hard work
- Collaboration
- Passion
- Enthusiasm
- Personal development
- Continual growth
- A positive attitude
- Fun

**We are looking for individuals who EXEMPLIFY the following qualities:**

- Humble, hungry & smart
- Dependable
- Self-motivated
- Detail oriented
- Disciplined
- Passionate to serve others
- Naturally competitive

**Major RESPONSIBILITIES:**

- Outbound sales prospecting and research
- Proactively seek new opportunities through creative outbound marketing, lead generation tactics, and networking
- Generate and qualify new leads to move through the sales pipeline
- Set up calls and meetings between prospects and Risk Architects
- Shadow sales meetings to gain further knowledge of the Sales Process & insurance industry

**What is REQUIRED:**

- Grit, tenacity, resilience, discipline, and determination
- Strong desire and ability to move up within a sales organization
- Proven creative problem-solving approach and strong analytical skills
- College or equivalent work experience
- Excellent communication skills both verbal and written
- Core Values are represented through all behaviors, actions, and communications
- Develop talents and insurance knowledge to highest level possible

What is **NOT REQUIRED**:

- Dressing up fancy (*“boots & blue jeans” is our sales audience*)
- Pretending to be someone you are not
- For you to know anything about insurance

This is a full-time position and an exclusive opportunity to fast-track your career.

Do you have what it takes to join this elite team in the fastest growing independent insurance agency in Texas? **Apply today!**