



Vice President of Business Development

Location:

Eastern US - Remote

Company Description:

Insight Risk brings Builder's Risk Insurance into the digital age, providing world-class insurance programs combined with technology-enabled loss prevention and productivity tools that lower Total Cost of Risk for clients while enhancing underwriting profitability. A leader in both the fire-resistive and wood frame construction sectors, Insight Risk promises a fulfilling, dynamic, and financially rewarding opportunity to forward-thinking professionals determined to change fundamentally the way risk is assessed, priced, transferred, and administered.

Job Summary:

We are seeking a dynamic and results-driven VP of Business Development to lead our marketing and sales efforts in selected industry verticals including Higher Education, Healthcare, and Real Estate Development. As the Director of Business Development, you will be responsible for developing and implementing strategic marketing plans, driving sales initiatives, and fostering strong relationships with clients and industry partners. This role requires a deep understanding of Builder's Risk insurance and related risk management solutions, excellent leadership skills, and the ability to effectively communicate and negotiate with prospects and key stakeholders.

Responsibilities:

- Work directly with our co-founders to develop and execute comprehensive marketing strategies to promote our Builder's Risk products and services, including insurance programs, technology-based loss control solutions, and risk consulting offerings.
- Initially focusing on our targeted industry verticals, conduct market research, create prospect listings and networks, and analyze industry trends to drive business growth and capture new market opportunities.
- Collaborate with cross-functional teams, including underwriting, claims, and product development, to ensure alignment of marketing efforts with business goals and objectives.
- Build and maintain strong relationships with key clients, brokers, and industry partners to drive customer loyalty, retention, and referral opportunities.
- Develop and deliver persuasive sales presentations, proposals, and pitches to prospective clients, demonstrating the value and benefits of our risk management solutions.
- Work closely with legal and underwriting teams to ensure profitability and compliance with company policies.
- Build and manage our business development team across the US.
- Monitor market and competitor activities, identifying emerging risks, industry challenges, and opportunities for product innovation or improvement.
- Stay updated on industry regulations and compliance requirements related to risk management and loss control solutions, ensuring adherence to all relevant guidelines.
- Provide regular reports and analysis on marketing and sales performance, including key metrics, sales forecasts, and recommendations for improvement.



- Represent the company at industry conferences, seminars, and networking events, enhancing brand awareness, and establishing thought leadership in the field of risk management.

Requirements:

- Bachelor's degree in business, marketing, or a related field. MBA or advanced degree is preferred.
- Proven experience (typically 10+ years) in marketing and sales leadership roles within the risk management or insurance industry.
- In-depth knowledge of risk management solutions, including insurance products, loss control strategies, and risk consulting services.
- Strong understanding of marketing principles and strategies, with a track record of developing successful marketing campaigns and initiatives.
- Demonstrated ability to build and maintain strong relationships with clients, brokers, and industry partners.
- Excellent leadership and team management skills, with the ability to inspire and motivate a diverse team of marketing and sales professionals.
- Exceptional communication and negotiation skills, with the ability to present complex concepts and solutions in a clear and persuasive manner.
- Analytical mindset with the ability to analyze market data, identify trends, and make data-driven decisions.
- Results-oriented approach with a focus on meeting and exceeding sales targets and driving revenue growth.
- Proven ability to collaborate effectively with cross-functional teams and senior executives.
- Proficiency in using CRM software, sales automation tools, and other relevant technologies.

If you are a strategic thinker with a passion for risk management and a proven track record in marketing and sales leadership, we invite you to apply for the position of Director of Business Development. Join our dynamic team and help us shape the future of risk management solutions in the industry.

Insight Risk provides equal opportunity to everyone, and we do not tolerate discrimination or harassment to anyone. We strive to ensure our employees have the best experience possible! We provide comprehensive and competitive benefits packs for our full-time employees.

- Medical, Dental, and Vision fully subsidized by Insight Risk
- Health Savings Account with employer contributions
- 401k after 6 months of employment
- Education and Certification Reimbursement and Bonus programs
- Paid Time off and company Holidays with floating holidays for flexibility
- Gym membership reimbursements
- Volunteer rewards and "give-back" initiatives

Contact:

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