

## **Director of Business Development**

Lawyers Mutual Liability Insurance Company of NC

### **Description:**

Lawyers Mutual is seeking a driven individual to become our Director of Business Development to support the company and its insureds. In this role you will serve as the primary ambassador to North Carolina's legal community driving growth through strategic outreach, relationship development, and sales efforts. This role blends independent work with close collaboration across internal teams, especially Underwriting, to strengthen our relationships and expand our impact across the state. This will likely involve a variety of activities including writing articles and blog posts, speaking with those in the legal community in person and on the phone, attending seminars and conferences, travel throughout the state, etc. This role reports to the Vice President of Enterprise & Operational Risk Management.

### **Your potential path to success:**

- Develop and execute targeted retention, sales, and marketing efforts that align with the Company's strategic plan for retention and business development
- Engage with current and potential insureds and drive the sales process from initial research through becoming a policyholder.
- Collaborate with other departments to conduct research and develop plans and strategies to aid in those efforts
- Promote relationships and goodwill between the Company and the legal community of North Carolina
- Attend various state and local conferences and continuing legal education seminars, including traveling throughout the state of NC for day travel and/or overnight travel
- Communicate effectively with others in the community, such as to respond to common inquiries and requests from customers, management, and other stakeholders
- Effectively present information to management and other stakeholders with public speaking experience preferred

### **Qualifications:**

- Education and/or experience to support you in your role, whether that is a Bachelor's degree from a four-year college or university program with experience in the legal community, a Juris Doctor degree, experience as an insurance company or law firm recruiter or sales professional, practicing attorney in NC, or any other combination of experience and education.
- Casualty Producer's license issued by the North Carolina Department of Insurance or ability to obtain it within 60 days of employment will be required.
- Proficiency with customer resource management platforms, Excel, PowerPoint, Word, database software, and other analytical platforms, or a drive to learn those.

### **Compensation and benefits:**

- Base salary range: \$70k-\$100k, depending on qualifications and experience
- Annual bonus depending on individual and company performance.
- Company funded benefits include: 401(k), health insurance, HSA plan, dental insurance, life and disability insurance, and of course paid time off (vacation, personal, and sick days; holidays; employee's birthday; etc.)
- Hybrid work schedule (3 days in-office, 2 days remote) after an initial 6-month period – with flexibility given the anticipated travel requirements of the role.

### **How to apply:**

Email cover letter and resume to [HR@LawyersMutualNC.com](mailto:HR@LawyersMutualNC.com)

**About Lawyers Mutual Liability Insurance Company of North Carolina**

Lawyers Mutual Liability Insurance Company was the first insurance company in the country formed by lawyers for lawyers. It is the largest legal professional liability insurance provider in North Carolina and the only company that has served the state bar continuously since 1977. For more information, call 800.662.8843, visit [www.lawyersmutualnc.com](http://www.lawyersmutualnc.com), or engage with us on social media @LawyersMutualNC.