



Cornerstone Executive Search has been exclusively retained by Forrest T. Jones to conduct their search for a new Sales Executive - Professional Liability Insurance.



SALES EXECUTIVE - PROFESSIONAL LIABILITY INSURANCE

Forrest T. Jones

Fast Facts

- **Location:** Dallas-Fort Worth metro
- **Reports to:** Regional Manager
- **Role Type:** Succession planning role for future Regional Manager
- **Industry:** Insurance and insurance-related services
- **Associates:** 350+
- **Founded:** 70+ years serving clients
- **Kansas City-based, family-owned** national provider of insurance and financial solutions

The Organization

For more than 70 years, Forrest T. Jones & Company (FTJ) has been a trusted national provider of insurance and financial solutions. Through its ProDefender division, FTJ specializes in professional liability insurance and related business insurance solutions for lawyers, accountants, educators, and other professional service firms.

With more than four decades of experience in the professional liability marketplace, ProDefender partners with leading A-rated insurance carriers to deliver customized insurance programs that protect professionals against evolving business risks. Our consultative approach, market expertise, and commitment to exceptional service have made us a trusted advisor to thousands of clients nationwide.

The Position

The Sales Executive is responsible for developing new business opportunities and growing relationships with law firms, accounting firms, professional service organizations, and other businesses requiring professional liability and specialty commercial insurance solutions.

This individual serves as a trusted advisor, helping clients evaluate risk exposures and designing customized insurance programs that protect their businesses. Success in this role requires strong consultative selling skills, knowledge of professional liability insurance products, and the ability to build long-term relationships with clients, referral partners, and insurance carriers.

The Ideal Candidate

The successful candidate is a relationship-oriented insurance professional who enjoys developing business and serving as a trusted advisor to clients.

They possess excellent communication skills, strong business acumen, and a consultative sales approach. They are comfortable discussing complex insurance concepts with sophisticated business owners and professional firms while developing long-term client relationships.

Key Responsibilities

- Develop new business through prospecting, networking, referrals, and strategic relationship development.
- Build trusted relationships with attorneys, CPA firms, consultants, and other professional service organizations.
- Identify client exposures and recommend appropriate insurance solutions.
- Sell professional liability (Errors & Omissions), Cyber Liability, Directors & Officers Liability, Employment Practices Liability, Business Owner's Policies (BOP), Commercial Crime, Surety Bonds, and related commercial insurance products.
- Work closely with underwriting partners to develop competitive insurance proposals.
- Present insurance recommendations and educate clients on coverage options, policy enhancements, and risk management strategies.
- Maintain strong relationships with carrier partners and leverage multiple markets to secure the best solutions for clients.
- Manage the sales process from prospecting through quoting, proposal presentation, binding, and ongoing account stewardship.
- Collaborate with internal service teams to deliver an exceptional customer experience.
- Maintain accurate CRM records, sales forecasts, and pipeline activity.
- Represent FTJ at industry associations, networking events, conferences, and professional organizations.

Qualifications

- 5+ years of commercial insurance sales or business development experience.
- Experience selling Professional Liability (E&O), Cyber Liability, Financial Lines, or other specialty commercial insurance products.
- Active Property & Casualty insurance license.
- Proven success generating new business in a consultative sales environment.
- Experience working with law firms, CPA firms, professional service firms, or middle-market commercial clients preferred.
- Strong presentation, negotiation, and relationship management skills.
- Ability to manage multiple opportunities simultaneously while maintaining exceptional client service.
- Bachelor's degree preferred or equivalent industry experience.

Preferred Industry Designations

Candidates holding one or more of the following designations are highly desirable:

- CPCU – Chartered Property Casualty Underwriter
- CIC – Certified Insurance Counselor
- CRM – Certified Risk Manager
- ARM – Associate in Risk Management
- RPLU – Registered Professional Liability Underwriter
- AU – Associate in Commercial Underwriting
- AINS – Associate in Insurance
- CRIS – Construction Risk and Insurance Specialist

Key Success Metrics

Success in this role will be measured by:

- New business production
- Revenue growth
- Client retention
- Pipeline development
- Cross-selling additional business insurance products
- Referral generation
- Client satisfaction
- Carrier relationship development
- Achievement of annual sales goals

Why Forrest T. Jones?

Joining FTJ means becoming part of an organization recognized for its integrity, specialized expertise, and relationship-driven culture. Sales professionals have access to respected carrier relationships, specialized products, experienced underwriting partners, and the opportunity to build long-term client relationships while helping professionals protect their businesses and reputations.

About Cornerstone Executive Search

Cornerstone Executive Search is a leading retained executive search firm that helps great companies recruit great people. For more than 40 years, our firm has excelled in serving our client companies with executive talent acquisition, leadership development and career transition services in Kansas City and across the Central Midwest region of the United States. Our firm has successfully completed more than 1,600 retained executive search assignments for C-suite, President, Vice President, Director and Management-level positions. To inquire about how Cornerstone Executive Search can serve your executive talent acquisition needs, please [click here](#) to visit our website.

To apply for this position, please send resume or referrals to:



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CONSULTANTS TO MANAGEMENT IN EXECUTIVE SEARCH

MORE THAN 1600 RETAINED SEARCHES COMPLETED