BRIGHTLINE
DEALER ADVISORS

Property and Casualty – Vice President

At Brightline Dealer Advisors (BDA), P&C sales is about more than placing policies—it's about becoming a trusted partner to dealerships and protecting what they've built. We are seeking a P&C Sales Executive who operates with an ownership mindset, thrives on building long-term relationships, and believes great sales outcomes come from listening first and executing with excellence.

This role is ideal for an entrepreneurial sales professional who wants the autonomy of running their own book of business, supported by a best-in-class platform, operational team, and leadership group. You'll work closely with F&I producers, account management, and internal partners to deliver tailored, dealer-centric solutions that create real value and lasting loyalty.

Key Responsibilities

- Develop and grow a portfolio of dealership clients by delivering consultative, dealer-centric P&C solutions.
- Prospect and build relationships with new dealer partners through referrals, associations, and targeted outreach.
- Serve as a trusted advisor by identifying risk exposures, understanding dealership operations, and recommending tailored coverage strategies.
- Collaborate closely with F&I producers to leverage existing relationships and uncover new P&C opportunities.
- Partner with Account Managers to ensure accurate, timely submissions, renewals, and policy placement.
- Collect, review, and deliver complete and accurate underwriting information to support effective marketing and negotiations.
- Assist in the preparation and presentation of new business and renewal proposals.
- Guide dealers through complex situations with confidence, professionalism, and a solutions-oriented mindset.
- Maintain accurate prospect and client information within the CRM.
- Stay current on market trends, carrier appetite, and regulatory changes impacting dealership risk.
- Comply with all licensing and continuing education requirements.

Qualifications & Experience

- Active P&C insurance license required.
- Prior experience selling or servicing P&C insurance, preferably within the automotive or dealership space.
- Strong understanding of commercial insurance coverages, policy language, and risk management concepts.
- Proven ability to prospect, build a pipeline, and manage a book of business.
- Excellent organization, time management, and follow-up skills.
- Proficiency with CRM tools and Microsoft Office.