



AMPION[™]
GROUP, LLC

Job Announcement

Director of Business Development

Who We Are: Ampion Group, LLC is a premier leader in the insurance claims industry, delivering world-class service and innovative solutions. Known for our expertise in complex claims, dispute resolution, and litigation strategy. We focus on highly specialized services, from appraisals and expert witness support to staffing solutions and specific catastrophe training. Ampion Group's elite, highly trained staff makes us a trusted partner with top-tier insurers and legal professionals. Discover more at ampiongroup.com.

Position Overview: We are seeking a dynamic and results-driven Director of Business Development to lead our sales efforts nationwide. This key role reports directly to the Executive Leadership Team and is responsible for driving the company's sales strategy, cultivating business relationships, and expanding our footprint within the insurance and legal sectors.

Location: US - Remote

Key Responsibilities:

- Develop and manage an active sales pipeline, consistently driving business relationships with insurance carriers, attorneys, and other key stakeholders.
- Engage with current and potential clients through meetings, industry networking events, trade shows, and educational initiatives.
- Demonstrate a proven ability to close deals and exceed sales targets.
- Leverage an established network to form strategic partnerships with insurance carriers.

Key Responsibilities Continued:

- Conduct thorough research and preparation to understand and meet the business needs of potential clients.
 - Exhibit strong analytical skills in financial modeling and deal negotiation.
 - Maintain meticulous and timely follow-up with all prospects, ensuring sustained engagement.
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Qualifications:

- Bachelor's degree or equivalent sales experience. A Marketing or Business degree is preferred.
 - Minimum of 3 years of professional experience in sales, marketing, or B2B environments.
 - A proven track record of success in sales, particularly within the insurance industry.
 - Proficiency in MS Office and social media platforms.
 - Exceptional written and verbal communication skills.
 - Strong interpersonal skills with the ability to manage multiple tasks and deadlines.
 - Highly organized with a competitive drive to succeed.
 - Proficiency in CRM systems.
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Travel: Applicants should be prepared to travel throughout the year to meet with clients in their offices, attend industry conferences, attend events, etc.

Why Should You Join the Ampion Team? This is an exciting opportunity to join a respected firm with a strong presence in the insurance and legal industries. If you are a motivated and experienced sales professional with a passion for business development, we encourage you to apply.

To apply for this position, complete the pre-application at the link and submit a resume and cover letter along with salary requirements.

AMPIONGROUP.com