



Sales Director, Property & Casualty Insurance Carrier

Today's insurance customers expect seamless digital experiences, on-demand information, and flexible policy options. To compete, carriers need to modernize operations, unlock actionable insights, strengthen customer and agent engagement, and accelerate growth.

Our client's P&C software and technology solutions help insurers do exactly that—enabling faster product launches, streamlined operations, improved decision-making, and a more connected digital ecosystem across underwriting, claims, policy administration, and more.

About the Role

The **P&C Insurance Carrier Sales Director** is a high-impact, consultative seller who partners with enterprise clients to understand their strategic business goals—and then aligns modern insurance technology solutions that drive measurable outcomes.

This individual brings a strong hunter mentality, exceptional executive presence, and the ability to orchestrate complex sales pursuits across large carrier organizations. They know how to build trust at the C-Suite level, navigate multi-stakeholder environments, and lead transformative conversations around modernization and innovation.

Key Responsibilities

- Lead sales efforts across the P&C insurance industry, selling software and modernization solutions to P&C carriers.
- Build and execute strategies to secure new accounts and expand presence across the industry.
- Partner closely with offering, product, and account teams to lead complex enterprise pursuits and ensure growth targets are achieved.
- Act as a trusted advisor and relationship builder with executives—identifying new opportunities and deepening C-Suite engagement.
- Manage the full sales lifecycle from prospecting to close, ensuring a healthy pipeline and consistent progression of opportunities.
- Meet or exceed annual revenue targets within the P&C carrier segment.
- Create a strategic market presence within assigned territory or portfolio, qualifying and developing new opportunities.
- Collaborate with pre-sales, product, and client management teams to convert qualified leads into sales opportunities and move them through to successful closure.

Required Experience

- **15+ years** of enterprise software or SaaS sales experience, specifically within the **P&C insurance carrier** industry.
- Deep knowledge of P&C operations, challenges, trends, and transformation needs.
- Proven success carrying annual and quarterly revenue targets and driving regional growth.
- Background in technology services, consulting, or enterprise platform sales.
- Strong communication, negotiation, and executive presentation skills.
- Experience leading complex sales cycles and influencing senior-level and Board-level stakeholders.
- Ability to mentor junior team members, collaborate effectively, and thrive in a team-oriented culture.
- Willingness to travel as needed.

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