



COMPANY: SCF Arizona
POSITION TITLE: Director of Sales and Marketing

COMPANY BACKGROUND:

SCF Arizona (SCF) is the **largest** provider of workers' compensation insurance in Arizona. SCF provides workers' compensation insurance and related services to over 55,000 employers statewide – about **70 percent** of the market share. SCF operates as an independent mutual insurance company with 500 employees statewide. In addition to the headquarters, located in Phoenix, SCF has six account services offices located in Flagstaff, Lake Havasu City, Prescott, Show Low, Tucson and Yuma.

SCF was established in 1969 by the Arizona Legislature as a **separate, self-supporting** entity. SCF's mission is to be the insurer of choice for workers compensation insurance for Arizona's employers at the lowest possible cost. **All** income is derived from policyholder premiums and investments. SCF receives no tax money; in fact, Arizona statutes require SCF to be fully self-supporting through premiums and investment income. SCF has a distinguished track record of financial success, declaring cumulative policyholder dividends in excess of \$1 billion since 1969.

RESPONSIBILITIES:

The Director of Sales and Marketing will lead a significant team and have responsibility for managing "affinity" client relationships which represents over \$250M in annual revenue. Developing strong strategic sales and marketing plans will be a key aspect of the job. Additionally, the incumbent will work with their leader to develop and execute sales and marketing strategic initiatives for the entire organization.

QUALIFICATIONS:

We're looking for an individual with at least 10 years of Property and Casualty or Worker's Compensation experience in sales, marketing, and/or operations. The incumbent needs to possess excellent strategic sales and marketing skills and exemplify strong results. One must have proven success in marketing business to business services while developing strong client relationships. Someone that can balance being highly persuasive and an effective "relationship manager will be essential." An exceptional leader who builds strong teams and can mentor others to achieve success!

REPORTING RELATIONSHIP:

The Director of Sales and Marketing will report to the Vice President of Customer Relations for SCF Arizona and President of SCF Premier.

EDUCATION:

BA Degree required with an advanced degree preferred.

CPCU, ARM a plus.

Must currently hold an Arizona P & C license or be able to obtain one.

LOCATION:

The successful candidate will live in or around Phoenix, Arizona. Relocation assistance will be provided.

COMPENSATION:

The position offers a competitive salary with a performance based bonus plan. A very strong benefits and retirement plan is also included.

CONTACT:

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