



AGRSS Council Inc.
800 Roosevelt Blvd.
Bldg. C Suite 312
Glen Ellyn, IL 60137

Job Title: Business Development Director

Category: Sales

Status: Full time; Salaried

Location: Home Office

Travel: Yes

About AGRSS: AGRSS is a not-for-profit corporation dedicated to the safe replacement of auto glass. AGRSS was founded and is supported by auto glass companies and other organizations that keep vehicle safety as their primary goal. Its mission is to make every auto glass replacement a safe one. It does so by:

- Developing and maintaining standards for the safe replacement of auto glass;
- Providing an industry-wide accreditation program; and
- By educating the driving public

AGRSS was founded in 1999 with a vision of offering safe windshield replacements to all consumers. The automotive glass replacement industry is an unregulated industry with no barriers to entry lending to wide discrepancies in quality. The windshield is vital to the crash worthiness in today's vehicles and if replaced improperly, can subject unsuspecting consumers to harm.

Position Overview: This sales and marketing position was created to promote the AGRSS Standard within the automotive glass replacement with a goal of increasing membership. Further, this position is charged with representing AGRSS to the insurance industry resulting in increased specification of the AGRSS Standard by insurance companies on windshield installed for their insured's vehicles. Candidate must be a self starter with the confidence of stepping into this newly created position. Previous experience and existing contacts within the insurance community a must for the proper candidate.

Essential Job Functions:

- Increase awareness of AGRSS Standard & registration to insurance companies
- Increase awareness of AGRSS Standard & registration to insurance agents
- Promote and market AGRSS registration to automotive glass replacement industry
- Follow direction of Board of Directors and execute Board plans relative to meeting the sales & marketing goals of the business plan
- Promote and market AGRSS affiliate membership to third parties including but not limited to fleet, dealerships and collision repair companies

- Develop materials, programs & presentations that differentiate AGRSS registered companies
- Communicate with all AGRSS members on a regular and consistent basis
- Answer queries, questions, press inquiries etc. about registration

Key Deliverables:

- Increase insurance awareness and acceptance
- Deliver insurance commitments
- Increase glass shop membership

Competencies:

- Excellent communication skills with people at all professional levels
- Experience and understanding of automotive glass and insurance channel
- Experience with new roles; self starter
- Excellent verbal skills
- Confident; ability to handle pressure
- Excellent writing skills
- Media experience
- Ability to measure success against goals

Requirements

- Previous sales & marketing experience a must
- Experience with insurance industry a must
- Management & leadership experience, particularly with people and financials, a plus
- Experience with glass industry preferred; not required
- Proficient in Microsoft Office a must