

Account Executive

Reports To: Member Relations Manager

Department: Member Relations

Revised Date: 10/2026

FLSA Status: Salary Exempt

Grade: 7

Minimum Salary: \$96,000

Company Overview:

Federated Rural Electric Insurance Exchange, founded in 1957 and based in Shawnee, KS, insures rural electric utilities throughout the country. Federated Rural Electric Insurance Exchange is a niche insurance exchange created by electric cooperatives. With less than one hundred employees nationwide, we serve 97% of rural electric cooperatives throughout the country. Visit www.federatedrural.com to learn more about our commitment to provide superior, value-oriented insurance programs with a focus on safety, service and stability.

Job Summary:

Federated Rural Electric Insurance Exchange is searching for an Account Executive to be responsible for the territory comprised of all of Florida, southern Georgia and southeastern Alabama. Ideally the individual will reside near, or be willing to relocate near, the center of the territory. This is a salaried position with an excellent benefits package. Extensive travel within the assigned territory and occasional national travel are core components of this role.

Duties/Responsibilities:

- Attracts and retains business in a multi-state territory by traveling to member locations and calling on decision makers and consultants to provide consultation regarding maintenance and improvement of insurance programs. Prepares insurance comparisons and quotes as appropriate. Designs and implements appropriate coverages.
- Assists current members in identifying exposures and offers suggestions for minimizing exposures. Monitors insurance programs for existing accounts to ensure coverages continue to meet the needs of each business.
- Serves as a company representative at regional and annual meetings. Maintains current industry knowledge by attending meetings, shows and educational sessions.
- Presents information regarding Federated products and insurance to executives, board members, management and other industry officials.
- Performs risk assessments to evaluate new accounts and determine which accounts meet Federated criteria.
- Performs other duties as assigned.

Required Knowledge, Skills, and Abilities:

- Knowledge of commercial insurance.
- Knowledge of electric utilities operations.
- Knowledge of company products, services, policies, and procedures.
- Knowledge of general office practices including skill in operating such office equipment as personal computer, Internet, e-mail, cell phone, and Microsoft Office products.

- Strong oral and written communication skills with the ability to communicate with members, executives and co-workers in a professional manner.
- Ability to be flexible and responsive when faced with multiple work tasks, emergency situations, and other stressful situations. Skill in time management.
- Ability to make sound decisions using information at hand.
- Candidates should be comfortable with frequent overnight travel and maintaining a flexible schedule to meet members' and business needs.
- Must have a valid driver's license

Education and Experience:

Bachelor's degree or equivalent, plus a minimum of 3 years' experience in selling property and casualty insurance or working with or for a rural electric cooperative.

Work Environment: Extensive travel within the assigned territory and occasional national travel are core components of this role. Candidates should be comfortable with frequent overnight travel and maintain a flexible schedule to meet members' and business needs.

Physical Requirements:

- Regularly required to talk, hear and use hands to type.
- Frequently required to sit and reach with hands and arms.
- Frequently required to operate a motor vehicle or fly commercial as modes of transportation to attend meetings.

We provide our employees with the following:

- Excellent Health, Dental and Vision Insurance benefits
- Company funded Life Insurance
- Additional Voluntary Insurance
- Company funded Long-Term Disability Insurance
- Vacation & Sick Leave
- 9 Paid Holidays Yearly
- 401k with Company Matching & Company contribution
- On-site gym
- Discount programs
- Charitable Giving Company Match

Federated Rural Electric Insurance Exchange provides equal employment opportunities to all employees and applicants for employment and prohibits discrimination and harassment of any type without regard to race, color, religion, age, sex, national origin, disability status, genetics, protected veteran status, sexual orientation, gender identity or expression, or any other characteristic protected by federal, state, or local laws.