Insurance Sales Representative

Job Description

Our insurance brokerage is looking to fill an entry-level sales position. This position is full-time and involves calling warm referrals, new prospects, and existing clients to offer complimentary reviews of their current home, auto and commercial insurance plan. Our disciplined, proven successful sales process will help you in growing your career. This position offers a base salary, commission and bonus opportunities.

No experience in insurance is needed. We will provide the training for you to excel in your role.

Apply now and we will contact you about the next steps in the interview process.

Responsibilities

* Meet new business production goals and objectives as established.
* Develop insurance quotes, make sales presentations, and closes sales.
* Be outstanding at relationship building.
* Prospects for new business by following sales leads generated from referrals, networking, marketing, cold-calling, and lead databases.
* Presents and explains insurance policy options based upon prospective client needs and their personal goals.

Requirements

* Possess willingness to learn and be coachable.
* Proficiency to multi-task, follow-thru and follow-up.
* Confident, self-starter who works well independently.
* Career minded vision.
* Prior customer service or sales experience is a plus.
* Be comfortable with sales goals
* Self-confidence, perseverance, the ability to remain positive and maintain progress towards a goal in spite of obstacles and adversity.
* Be able to obtain or currently possess a Property & Casualty insurance license.
* Strong communication skills, both oral and written.
* Bilingual, fluent in both English and Spanish is beneficial, but not required.

Benefits

* $40,000 - $70,000 Salary a year compensation
* Health Insurance
* Dental Insurance
* Vision Insurance
* Paid Time Off (PTO)
* Holidays Off
* Hands-On Paid Training for all sales, marketing, product knowledge, and client care situations
* Reimbursement of licensing fees through the course of employment