



Insurance Sales Representative

Seeking a motivated individual to provide consultative selling and/or service of property and casualty insurance products to new and existing clients. We specialize in helping healthcare professionals manage risks of everyday life and protect what matters most from unexpected events. Meeting sales goals will be accomplished by adhering to agency best practices and sales process on every client interaction, requiring attention to detail, tenacity in follow-up and a competitive drive.

Experience in the following products:

- Auto Insurance
- Homeowner's Insurance
- Business Insurance
- Workers Compensation
- Professional Liability
- Specialty Insurance

Requirements:

- Property & Casualty license required
- Must obtain all licenses required by State Department of Insurance and pass criminal background check
- Sales experience (outside or inside sales representative)
- Interest in marketing insurance products and services based on customer needs
- Must be aggressive/assertive, a self-starter, and able to influence others, and reliable
- Excellent communication skills - written, verbal, and listening
- Must have excellent interpersonal skills

Responsibilities:

- Develop leads, schedule appointments, identify customer needs, and market appropriate products
- Establish client relationships and follow up with customers
- Provide prompt, accurate, and friendly customer service, including responses to specific inquiries regarding insurance eligibility, coverage's, policy changes, claims, and billing.
- Explain insurance products & services and recommend appropriate coverage based on analysis of prospect's circumstances.
- Ensure that all quotes, procedures, and practices are in compliance with insurance requirements and state insurance regulations.
- Maintain a strong work ethic with a total commitment to success each and every day