

Personal Insurance Sales Agent

Are you an outgoing and seasoned salesperson? Are you comfortable cold calling either in person or over the phone? Are networking and meeting people for the first time enjoyable and fun? Do you desire to be part of a team and want to be part of the solution and not the problem? If this sounds like you, please read on.

Our hours are Monday thru Friday from 8:30 – 5:00. You will be asked to attend early morning, evening, and an occasional Saturday meeting for either networking or to support local and community events.

Job Responsibilities:

- Establish new relationships with potential clients and sign them up for insurance.
- Cold calling over the phone and knocking on doors to offer and sell insurance.
- Networking at the local Chamber mixers and other professional organizations/associations.
- Once a product is sold, you will need to fill out appropriate forms and input into the software system.
- Cultivate relationships and cross-sell additional lines of insurance.

Professional and Personal Skills:

- Excellent communication skills both verbal and written.
- Articulate and professional voice in person and on the phone.
- Professional wardrobe.
- Self-starter, driven, can manage rejection well.
- Confident, energetic, enthusiastic with a sense of humor.
- Proficient with Microsoft Word and Outlook.
- Familiar with sales software and if you know how to use Infusionsoft is a plus.
- Patient, respectful, reliable, trustworthy, friendly, supportive, articulate, kind, ethical, and honest.

Wages and Compensation:

- We offer competitive wages with a base hourly wage plus commission.

Experience and Job Requirements:

- One-year sales experience in the insurance industry preferred
- A current and valid P&C Insurance License preferred
- 2 years of Customer service doing front or back-office work or at a call center
- Ability to learn and use different web-based platforms

Compensation: \$40,000.00 - \$60,000.00 per year

To apply, please email your resume to careers@kickerinsuresme.com with the subject line "Your Newest Team Member."
