Downloaded from <https://www.velvetjobs.com/job-descriptions/insurance-sales-manager>

# Example of Insurance Sales Manager Job Description

Our growing company is searching for experienced candidates for the position of insurance sales manager. We appreciate you taking the time to review the list of qualifications and to apply for the position. If you don’t fill all of the qualifications, you may still be considered depending on your level of experience.

## Responsibilities for insurance sales manager

* Provide skills coaching to Regional Sales Coaches/Sales Specialists that help improve the capability and performance of Banking Sales Leaders and Sales Professionals
* Support drive and change by building strong relationships with Bank partners
* Support Bank and field colleagues in development and launch of new products and tools geared at enhancing revenue generation and the client experience
* At times, you will be required to be in market participating with Skill-Builds, Presentations, Coaching and Road-Shows
* Manage the regional Inside Insurance Wholesaler Sales Support staff by leading team sales objectives and related activities to achieve superior client experience, optimal business retention, profitable growth and productivity
* You will be the point of contact for all regional insurance brokerage staff that will act on their behalf to solve problems, complex issues, answer questions
* You will provide superior coaching, leadership and development of inside sales employees
* You will share and contribute to the Insurance Brokerage Sales action plans as they pertain to clients/business partners
* Reviews and analyzes sales, quality and risk related reporting for trends and issues at a channel, team and advisor level
* Proactively recommends solutions and ideas to resolve issues and address trends, which may include feedback, corrective action, compensation impacts, communications, training, and other broader action plans

## Qualifications for insurance sales manager

* Establish & Manage proactive monitoring program for Sales and Distribution to across all lines of business to ensure advisors are following sales practices, providing great client experience and meeting regulatory requirements
* Conducts structured and focused reviews of sales forces as part of Sales Force Compliance oversight & monitoring, to identify best practices, performance, training opportunities, inappropriate sales practices, compliance with regulations and sales standards
* Provides reporting at an advisor, regional and channel level
* Shares findings, collaborates and follows up with managers for advisor & team level action plans
* Collaborates with head office partners (including Director Functional Integration, Sales Effectiveness, Role Strategy, Advisor Development, Operational risk, and Insurance Compliance) to identify, implement and manage action plans for Regional & Channel level findings
* Develops and delivers training, presentations and communications to S&D to enhance salesforce capabilities as they relate to risk, quality, market conduct and compliance