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# Example of Insurance Sales Manager Job Description

Our company is searching for experienced candidates for the position of insurance sales manager. If you are looking for an exciting place to work, please take a look at the list of qualifications below.

## Responsibilities for insurance sales manager

* Providing strategic and tactical recommendations as to how Digital Channels can enhance business results and help drive effectiveness, efficiency and profitability
* Partnering with TDI business on business-led initiatives having Digital sales impact and ensuring that Digital Channels is represented and supporting their delivery
* Engaging with Digital Delivery, Digital Customer Experience and Channel Technology Solutions, other key stakeholders such as Marketing, Risk and Legal to take TDI's digital sales capabilities to market
* Conducting competitive, best practice, and market research analyses and track emerging consumer and digital trends to inform sales strategies, tactics, and roadmaps
* Maximizing value of Digital capabilities to reach, educate, and advise customers to increase Digital engagement, attract new customers and deepen relationships
* Working directly with the business to bring Digital thought leadership and create and drive the establishment of sales goals that are aligned to business goals
* Responsible for bringing over 6,000 leads to the Sales Center
* Attends mortgage meetings/phone calls and trains Mortgage Loan Officers on insurance products and processes
* Acts as primary contact between Business Segments and is responsible for training new bankers and sales agents on how to give and receive insurance leads
* Analyzes and prepares weekly reports to business partners on their statistics

## Qualifications for insurance sales manager

* Strong knowledge of L&H sales environment
* Protect what you love with discounts on Homeowners and Auto insurance products
* Minimum 4 years developing, maintaining and obtaining meetings with new and existing C-level relationships beyond the CIO
* Minimum 5 years’ experience in the Commercial Insurance industry to include supervisory responsibility for a sales team
* Ability to direct strategy manage/perform day-to-day transactions and processes
* Strong desktop computing skills including use of standard business application software