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

# Example of Insurance Sales Manager Job Description

Our company is growing rapidly and is looking for an insurance sales manager. Thank you in advance for taking a look at the list of responsibilities and qualifications. We look forward to reviewing your resume.

## Responsibilities for insurance sales manager

* Creates job aids, power point presentations, and internal marketing pieces that help our partners generate leads
* Maintain total sales at or above established sales goals
* Engage in team selling to strategic accounts in conjunction with Sales Managers in other industries or Relationship Managers to existing accounts
* Secures title insurance orders from a variety of customers including realtors and loan officers, banks, lenders, investors, and buyers
* Sells title services to achieve monthly and annual sales objectives
* Develops efficient sales and marketing efforts and processes to drive sales efforts
* Builds and maintains relationships through sales initiatives including networking, event management, new relationship on-boarding, order completion, and customer retention
* Delivers presentations at sales office meetings and to new customers
* Partners with the Operations Team, Closing Partners and the Regional Residential Sales Teams to build trusted partnerships and to achieve targeted sales goals
* Maintains compliance standards set forth by the Company

## Qualifications for insurance sales manager

* Previous sales leadership, coaching and/or training experience preferred
* Familiarity with traditional insurance products, more complicated and/or unique policies
* Knowledge and experience in Property & Casualty and Traditional Life preferred
* Knowledge of all aspects of sales process and drivers (shop, buy, cross-sell, retain, profitability)
* P&C and Life and Health licenses preferred as appropriate for the state
* Should be a logical problem solver