



Example of Insurance Sales Job Description

Powered by www.VelvetJobs.com

Our company is growing rapidly and is hiring for an insurance sales. 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

- Proactive attitude to learning all products, services and Workers Compensation market
- Follow standard reporting process to provide consistent and easy to read status on candidates for all open positions
- Maintains & builds Agent's direct prospect pipeline by utilizing EPIC database
- Quoting new business proposals when applicable
- Developing COI's through various networking opportunities throughout community
- Referring existing clients to Customer Service Centers
- Return phone calls/voicemails from existing clients when appropriate
- Follow-up on outstanding leads generated by DO Agent
- Process applications and customer payments
- Prospect and evaluate leads

Qualifications for insurance sales

- Medicare and/or ACA experience required
- Complete familiarization with sales, operations, underwriting and processing required at a level usually obtained by 7-10 years' experience in the insurance Industry
- Must be able to assess market conditions and trends and be able to design strategies to align with operational goals
- BA/BS in Business Administration or equivalent, with concentration in

- Desktop computing skills including use of standard business application software (e.g., Microsoft Word, Excel, Power Point)
- Bachelor's Degree or three (3) years of related Personal Lines insurance experience