



Sales Agent

For over 7 years, Insure-Link, a Property & Casualty insurance agency, has served communities and families by providing quality insurance with affordable rates and excellent customer service. We specialize in Homeowners Insurance, High Value Homes, Flood, Condo, General Liability, Auto and Specialty Vehicle. If you aspire to be the face of a dynamic organization and be part of an exceptional team of professionals who believe in the highest level of Customer Service, we welcome you to be a part of our team.

This position will be responsible for managing, directing and driving agency sales for personal and commercial lines business. The position oversees the day-to-day operations of the agency and implements programs to meet short-term and long-term goals for growth.

If you wish to apply for this opportunity, please email a statement regarding your interest with a copy of your most recent resume to HR-Recruit@FedNat.com take a moment to review the position responsibilities and requirements below for the position of Sales Agent.

Knowledge:

- Knowledge of personal property insurance;
- Develop marketing strategies to compete with other individuals or companies selling the same product line;
- Communicate with new and existing policy holders;
- Interview prospective clients to obtain data about their financial resources and needs, the physical condition of the property to be insured, and to discuss any existing coverage;
- Maintain client relationships by networking to find new customers and generate lists of prospective clients;
- Explain features, advantages and disadvantages of various policies to promote sale of insurance plans;
- Ensure that policy requirements are fulfilled, including completion of appropriate forms;
- Confer with clients to obtain and provide information when claims are made on a policy.

Skills:

- Exceptional Interpersonal and Customer Service communication skills; written and oral;
- Initiative and ability to think logically and critically;
- Ability to work independently and with minimal supervision;
- Strong time-management skills and organization skills;
- Strong computer skills with a penchant to adapt easily to learning new software and procedures.

Education & Experience:

- 2-20 Insurance license;
- 3-5 years Insurance industry experience required;
- Some college preferred.