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## Inside 220 or 440 Sales Agent Job Description

Harris Insurance has an exciting opportunity for a self-motivated, goal oriented, Property and Casualty Sales Agent to join our team of career professionals. For over 50 years, we've been known for providing an environment which fosters growth and allows our employees to achieve their personal and professional financial goals. Our goal is for this to be the last job you ever have to seek. History has proven that most of our agents stay with us through retirement.

We represent over 150 top-rated insurance companies and proudly assist more than 25,000 clients. Our philosophy is to embrace technology to engage the highest and best use of our agents and support staff which inevitably allows us to exceed our objectives. We utilize a proprietary in-house software that allows us to manage and track our workflow in a highly efficient manner. We currently close more than 55% of all new business quotes on a monthly basis. Management consistently focuses their efforts on improving this closing ratio as well as maintaining high retention rates. Lastly, we have a dedicated marketing department to continually drive new leads in target markets as well as a dedicated personal-lines Quote Department to help you be efficient in your new sales and customer service.

### Job Overview

We are looking for individuals who enjoy working with clients over the phone and in person. You must be able to prioritize, meet deadlines, be responsive and work well with others.

The day-to-day job includes:

- Establishing, maintaining, and enhancing client relationships
- Evaluating and recommending insurance needs
- Quoting and presenting optional solutions
- Presenting proposals
- Completing applications
- Growing your book of business

We periodically offer sales & promotional contests for our Sales Agents and Staff that you will be encouraged to participate in.

### Qualifications

- Holds a current Florida Property & Casualty (2-20) Insurance License or (4-40)
- 3 years minimum sales experience preferred
- Outgoing personality
- Detail oriented
- Strong rapport with clients and peers
- Strong written and verbal communication skills
- Ability to prioritize
- Intrinsically motivated

### Compensation

- Competitive pay
- Unlimited bonus structure
- Medical benefits
- Reimbursement for continuing education
- Graduated scale for paid time off
- Experience and abilities will be given specific consideration.

**Harris Insurance is an Equal Opportunity Employer. We are committed to provide equal opportunity in all areas of employment and support a diverse workforce and an inclusive work environment.**

Job Type: Full-time