

Sales Representatives

Job Description

We are seeking energetic, dynamic, competitive individuals who are passionate about sales and ready to jump-start their careers in the insurance industry. Each candidate will be a part of the 50/50 Program, a rigorous two-year training-and-development program designed to mold candidates into elite salespeople who can drive new business opportunities. As part of the program, candidates are paired with two experienced salespeople who will act as mentors and leaders. These people are dedicated to the candidate's long-term success and will provide intensive hand-on training to develop superior sales habits.

Job Requirements:

- Strong analytical, organizational and communication skills
- Ability to work in a fast-paced environment
- A positive attitude, a desire for coaching and a strong work ethic are essential
- College degree or completion of military/other industry training program preferred
- Local and overnight travel may be required
- This is not a work from home position

Positions:

Marketing Representative: This is a consultative sales role requiring the individual to build relationships with customers and drive new business to their offices by building rapport, asking questions, presenting solutions and gaining commitment. The marketing representative will spend 80 percent of his or her time in the field visiting customers and be measured on how often he or she demonstrates quoting platforms as well as the results of these efforts.

Inside Sales Specialist: This is a hunter sales role requiring the individual to conduct 50 outbound calls a day and drive new business by asking questions, converting leads into submissions and educating customers on quoting platforms and services. The inside sales specialist will spend 80 percent of his or her time on the phone with customers and be measured by the number of sales calls he or she makes as well as the results of these efforts.

Associate Producer: This is a hunter sales role requiring the individual to make a minimum of 50 outbound calls a day to build a database of expiration lists, which he or she will convert into submissions. The associate producer will focus on selling a specific niche of products and be evaluated on his or her closing ratio, which should be 25 percent or better.

Small Account Sales Representative: This is a sales-and-service role requiring the individual to review, quote, process and service small business accounts in order to become the small account expert in his or her office. The small account sales representative will learn USLI's appetite, selling features and value-added services to appropriately qualify risks and effectively sell accounts. He or she will be evaluated on his or her closing ratio, which should be 25 percent or better.

The 50/50 Program is a joint venture between USLI and select customer partners (independent retail agents or wholesale brokers). We are always accepting applications for this program, due to the variety of openings around the country. Candidates should be prepared for a challenge, as the program is rigorous but equally rewarding for those who complete it.