

Account Executive – Insurance

Insurance Centers of America, Inc., a large and very innovative regional insurance agency headquartered in Colorado Springs, Colorado, is looking for full time qualified individuals to train, learn, and execute the various stages of the sales processes including, generating leads, developing new customer accounts and building relationships.

The ideal candidate will gain hands-on experience working on challenging, meaningful projects with guidance, education, and sales training from Insurance Centers' in-house training and mentoring department. The candidate must be creative, resourceful, organized, hardworking, personally connect with potential customers, and be an excellent fit for our energetic and creative team. The Account Executive is a high performance and highly compensated position vital to the resilience and success of the company now and into the future with opportunities for advancement.

Duties and Responsibilities:

- Research and generate lists of potential customers
- Develop client relationships and retention of existing accounts
- Assist in evaluating new sponsorship opportunities
- Maintain sales records
- Create and gain hands-on experience in each stage of the sales process
- Collaborate with experienced sales professionals
- Work closely with a mentor who has over 20 years of experience in the field
- Attend meetings, events, and other networking opportunities

Skills/Qualifications:

- Interest in marketing insurance products and services based on customer needs
- Strong analytical skills
- Effective presentation skills
- Must be assertive, a self-starter, and able to influence others while meeting sales goals
- Excellent communication skills – to include interpersonal skills with the ability to develop and maintain client relationships
- Ability to learn complex ideas and new products
- Sales, advertising, marketing, communications, business, or general degree
- Must obtain a Colorado Property and Casualty Insurance license within the first month of employment (company will pay for this)
- Work on increasingly challenging and engaging projects

Strategies for Success

- Company-provided state-of-the-art equipment and technology
- In-house digital and printing marketing department
- In-house training and development department
- Continuing education and learning
- Work in Colorado Springs office or remote

Compensation/Benefits:

- Salary - \$60,000
- Additional 35% Commission of first-year new account revenue
- Paid Time off
- Health Insurance
- Dental Insurance
- Vision Insurance
- Life Insurance
- Long Term and Short Term Disability Insurance
- Sales Expense Reimbursement
- Travel Allowance
- Employer-Provided Errors and Omissions Insurance