Insurance Sales Agent & Trainee (2973) - $17 per hour & 4 weeks PTO! Job

Employer Name:

SpiderID: 12517779

Location: Wilmington, Delaware

Date Posted: 5/11/2022

Wage: Up to $17 per hour

Category: Information Technology

Job Code: 2022-1668

Direct Auto Insurance is an Allstate Business  
  
   
  
 Want to grow your sales career with one of the fastest growing auto insurers in the country? Start a new career in omni-channel sales? Thrive in a performance-driven environment where you're recognized and rewarded for your results?  
  
   
  
 What makes Direct Auto Insurance unique?  
  
   
  
$17 per hour + uncapped commission!  
  
4 weeks of PTO!  
  
No insurance license? NO PROBLEM! We offer paid licensing training!  
  
We are Great Place to Work certified!  
  
We have many advancement opportunities! Over 1/3 of our retail managers were promoted from hourly roles, and in the last 12 months, 1 in 7 of our team members received a promotion.  
  
Ability to sell a multitude of industry-leading products through retail stores and phone!  
  
Entrepreneurial, performance-based, and results-focused culture!  
  
Multi-tiered and comprehensive paid training program!  
  
Comprehensive benefits!  
  
No cold calling - We have the leads for you!  
  
If you are ready to start working in a fun &amp; exciting environment where making a difference matters, then apply to join our team today!  
  
   
  
 Trainee:  
  
 Provide the opportunity for motivated individuals to obtain industry experience working in a sales and customer support role while preparing and training to become a Licensed Insurance Sales Agent. Paid classroom and hands-on training is provided to assist trainees in the active pursuit of State Property/Casualty and Life and Health Licenses. Individual will assist customers, complete marketing activities and help with all office functions under direct guidance of an Agent or Lead Sales Agent.  
  
   
  
 Agent:  
  
 Responsible for the profitable growth and the attainment of business goals by marketing and servicing Direct Auto products including but not limited to Auto, Life, Auto Club, and Roadside Assistance to new and existing customers. Assist walk-in customers, support office operations and market our products outside of the office via marketing calls and visits.  
  
   
  
 Essential Duties &amp; Responsibilities:  
  
   
  
 Trainee:  
  
   
  
Prepare to become a licensed agent through attending appropriate courses, self-study, participation in training activities and job shadowing of agents to learn skills and accumulate experience  
  
Provide general clerical and administrative support to staff including handling inbound and outbound phone calls, reports, filing, researching and gathering information, and maintaining overall appearance of sales office  
  
Assist customers with general questions, receive customer payments, issue receipts and verify balance/daily reports of receipts for cash drawers  
  
Complete marketing and sales related activities which further the Direct Auto brand in the local market (outbound marketing calls, car dealerships visits, local events, distribution of flyers, etc.)  
  
Contact customers regarding account status and renewals  
  
Agent:  
  
   
  
Meet and exceed sale's goals through new product sales, cross selling and retention of current customers  
  
Implement marketing programs and initiatives which further the Direct Auto brand in the local market (car dealerships, local events, etc.)  
  
Build and maintain relationships with community organizations and local business  
  
Develop and manage customer relationships and serve as a resource to customers and potential customers on all Direct Auto products and services  
  
Responsible for monitoring key competitors in the local market area and making suggestions on initiatives that could improve Direct Auto's position in the marketplace  
  
Receive customer payments, issue receipts and verify balance/daily reports of receipts for cash drawers  
  
Understand, promote and remain current on company underwriting guidelines, announcements, and memos related to changes in company policies and procedures  
  
Responsible for sales administration and reporting activities  
  
Minimum Skills and Competencies:  
  
   
  
High school diploma or GED  
  
Demonstrated ability to provide excellent customer service and develop and maintain customer relationships  
  
Experience or strong willingness to develop key relationships and market our products within community organizations and the local business community  
  
Valid U.S. State-issued driver's license  
  
Strong computer skills and working knowledge of MS Office applications  
  
Highly motivated to market and sell in multi-product environment where cross selling and customer retention is essential to sales budget attainment  
  
Must possess effective verbal and written communication skills  
  
Trainee:  
  
   
  
Ability to acquire Property/Casualty license as part of our training program within 90 days of hire  
  
High level of initiative, drive, or desire/openness to learn new skills and information  
  
Agent:  
  
   
  
Active Property/Casualty and Life Insurance licensure  
  
Must have passion, high level of initiative, autonomy and be self-motivated

Start Date:   
  
  
Position Type: Full-Time Permanent  
  
  
Years of Experience Required:   
  
  
Education Required:   
  
  
Overnight Travel:   
  
  
Vacation Time:

Contact Name: Direct Auto

Company: Direct Auto