

Company: Frantz Gaston Jr State Farm Insurance Agencies

Position : Insurance Sale Representative

Position Location: Bernardsville, NJ

#### Position Overview:

As an Insurance Salesperson at the Frantz Gaston Jr State Farm Insurance Agencies, your primary responsibility is to generate sales and promote insurance products and services to potential clients. You will play a crucial role in building and maintaining relationships with customers, assessing their insurance needs, and recommending suitable coverage options. Your goal is to achieve sales targets, contribute to the growth of the insurance agency, and provide exceptional customer service.

#### Key Responsibilities:

##### 1. Sales and Lead Generation:

- Actively prospect and generate leads through various channels such as cold calling, networking, referrals, and online research.
- Engage with potential customers to understand their insurance requirements and educate them about available coverage options.
- Present and promote insurance policies, explaining their benefits, terms, and conditions to potential clients.
- Utilize effective sales techniques to close deals and meet or exceed sales targets.

##### 2. Client Relationship Management:

- Build and maintain strong relationships with new and existing clients by providing professional and personalized service.
- Conduct thorough assessments of clients' insurance needs and offer appropriate solutions tailored to their specific circumstances.
- Regularly follow up with clients to review their coverage, address any concerns, and suggest adjustments or additional policies as required.
- Provide exceptional customer service by promptly responding to inquiries, resolving issues, and ensuring customer satisfaction.

## 2. Product Knowledge and Market Research:

- Stay up to date with industry trends, new insurance products, and changes in regulations or policies.
- Continuously enhance your knowledge of insurance products, underwriting guidelines, and coverage options.
- Conduct market research to identify potential target markets, assess competitors, and develop effective strategies to gain a competitive edge.

## 3. Documentation and Compliance:

- Collect accurate client information, complete necessary paperwork, and maintain organized records of client interactions and transactions.
- Ensure compliance with insurance industry regulations, company policies, and legal requirements.
- Collaborate with underwriters and other internal teams to gather information, process applications, and resolve any policy-related issues.

## 4. Team Collaboration:

- Collaborate with colleagues, such as underwriters, claims adjusters, and customer service representatives, to provide seamless service to clients.
- Share knowledge, best practices, and sales strategies with team members to enhance overall performance and achieve collective goals.
- Participate in team meetings, training sessions, and professional development activities to enhance skills and stay updated on industry changes.

#### Qualifications:

- High school diploma or equivalent; a bachelor's degree is a plus.
- Proven experience in sales, preferably in the insurance industry.
- Excellent communication and interpersonal skills.
- Strong negotiation and persuasion abilities.
- No understanding of insurance policies, coverage options, and underwriting processes required, we will provide schooling and training.
- Ability to build and maintain long-term relationships with clients.
- Results-driven mindset with a focus on achieving sales targets.
- Self-motivated and able to work independently.
- Proficient in using computer systems and insurance software.
- P&C and Life insurance licenses are required to start, however we will send you to school to earn them if you don't have these licenses.
- Relevant licenses or certifications, as required by the state or insurance company.

#### Compensations and Benefits:

- Salesperson can average \$60,000 to \$100,000 based on sale performance.
- We offer Health, dental and vision for qualified team members.
- We also offer a 401K plan for qualified team members.
- PTO are offered to all team members and gradually increased based on time of service.

Contact us:

- Please, email all resumes to:  
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