

Job Title:

Farm Bureau-Licensed Insurance Staff Producer

Description:

Our local Farm Bureau office is looking for our next great Sales Representative. If you are a motivated self-starter who thrives in a fast-paced environment, then this is your opportunity for a rewarding career with excellent income and growth potential! Insurance Sales Representative Requirements:

- Property & Casualty license (required).
- Life & Health license (preferred).
- Insurance Sales Experience (preferred)
- Demonstrated successful track record of meeting sales goals and quotas required.
- Enthusiasm and belief about the role insurance and financial products play in people's lives.
- Proven track record of trustworthiness, dependability and ethical behavior.
- Excellent communication skills: written, verbal and listening.
- Must be awesome at opening doors and getting appointments from a cold start.

Insurance Sales Representative Responsibilities:

- Develop insurance quotes, makes sales presentations, and close sales.
- Establish client relationships and follow up with clients, as needed.
- Develop ongoing networking relationships with Small Business owners – such as Real Estate Agents, Mortgage Lenders, Auto Dealers, etc.
- Provide prompt, accurate, and friendly client support. Support can include responding to inquiries regarding insurance availability, eligibility, coverages, policy changes, transfers, claim submissions, and billing clarification.
- Maintain a strong work ethic with a total commitment to success each and every day.
- Develop new Financial Service opportunities with both existing and new clients.

Insurance Sales Representative Benefits:

- Base Salary plus a very competitive commission program.
- Great bonus potential if you are a top performer
- Travel opportunities

How To Apply: Send your resume to: [Taylor.Wayman@fbfs.com](mailto:Taylor.Wayman@fbfs.com)