

Licensed Insurance Sales Producer

Job Purpose: Do you enjoy helping other people get what they want? Do you have the heart of a teacher? Do you naturally take ownership and track details of projects to conquer your goals? Do you enjoy selling, and doing so in an intelligent and simply way? If so, keep reading...

Ovation Insurance is looking for a licensed sales producer. Ovation is a small but quickly growing insurance agency in Fort Wayne, IN. The candidate will play a key part in the success and growth of the agency by selling and servicing various insurance policy types such as auto and home, commercial, life, and disability insurance.

Skills/Qualifications:

- Must have or acquire active Ohio and Indiana insurance licenses
- Very comfortable with prospecting conversations
- Strong willingness to meet and exceed sales goals
- A good personality – doesn't take life too seriously, works well with others, believes in having fun, doesn't allow 'bright and shiny' to distract them
- Willing and able to get in front of the camera on a regular basis
- Natural desire to help customers and prospects
- Willing to follow processes and instructions
- Must be coachable and trainable
- Comfortable with using multiple forms of social media and willing to post regularly
- Basic property and casualty product knowledge
- Extremely organized and detail-oriented

Evaluations:

- We do not believe in quarterly reviews as we feel that is too long to wait for sharing ways to improve. We instead have monthly reviews for two purposes
 - To stay focused on what is working and what can be improved, and
 - For the employer review. You review us. You will be given many opportunities to give feedback on how we are doing. We want to be heard and share ways on how we can make the company better. Our goal is to make this the best insurance agency in the country, and the best place you've ever worked.

Scope/Key Responsibilities:

- Maintain Pipedrive deal stages with notes and tasks.
- Schedule and maintain calendar appointments via Google Calendar and Calendly to ensure appointments don't get booked when you are unable to take one.
- Work with various telemarketers to handle appointments made.
- Work with insurance carrier websites and comparative raters to quote, bind and issue new business policies.
- Delegate tasks for e-signatures and application handling to your service team.
- Maintain relationships with current clients and build referral pipeline.
- Send video proposals via www.ovationinsure.com.
- Offer the best and most intelligent insurance possible – every time.
- Make the process as simple for the client as possible.
- Make your relationship with your co-workers and Ovation Insurance management as simple as possible with clear communication.
- Communicate ahead of time when you plan to take off.
- Make the most of every opportunity you are given.
- Convert a minimum of 25% of the new opportunities for client relationships.
- Use Slack to communicate with the team throughout the day.
- Communicate via VOIP phone, text and email using dedicated phone number.
- Follow Ovation Insurance's guidelines and operational processes
- Obtain underwriting approval by completing application for coverage
- Completes coverage by delivering policy; planning future follow-up visits and evaluations of needs
- Provides continuing service to customers by thoroughly completing service request, customer policy reviews, and courtesy follow-up calls
- Updates job knowledge by participating in educational opportunities; reading professional publications; maintaining personal networks; participating in professional organizations
- Form strong referral partnerships with other professionals in your area of focus to generate more sales opportunities
- Enter all data points into agency programs and software to ensure accurate data, including contact information, policy and quoting information, and all correspondence