

IntelliQuote.com - Sales Agent

### **IntelliQuote: The Company:**

An industry leader in the online life insurance business, IntelliQuote helps consumers purchase affordable life insurance by making the buying process easy and convenient. Through our innovative and intuitive website, we help people search and compare prices and policies from the top insurance carriers in the nation ([www.IntelliQuote.com](http://www.IntelliQuote.com)). During our twelve year history, we have placed over 100,000 policies and hundreds of families each month trust and rely on us to find and place new policies to protect themselves and their families.

### **IntelliQuote: The Opportunity:**

At IntelliQuote, we use internet based, cutting edge marketing techniques to generate and deliver the most qualified life insurance leads in the business, and our sales agents work exclusively with prescreened, interested prospects who have reached out to us! That means no cold calling or appointment setting!

If you are an experienced sales agent, then we can offer you a great opportunity – presenting a quality product by a nationally recognized and trusted insurance company, to a prospect who has specifically requested a policy. It's a win/win situation!

### **IntelliQuote: Join Our Team:**

At IntelliQuote, we take great pride in the service we provide, and we are very specific about who we choose to join our team. To qualify as an IntelliQuote agent, you must have at least 3 years of successful, proven sales experience and be driven to provide excellent initial and follow up service to our clients.

You must also possess strong communication skills, an outgoing personality, good computer skills, a positive attitude and a strong work ethic! In addition, you must be able to thrive in a consultative sales environment, have excellent time-management skills, and be able to follow a scripted sales process.

### **IntelliQuote: What to Expect:**

In our fast paced environment, our licensed, in-house sales agents receive leads, answer in-bound calls, make contact, and assess proper coverage with 8 to10 people every day. Your day on the phones will be spent speaking to new prospects and leads, following up with prospects that previously applied for coverage, and getting back to prospects that have received policies and/or have questions. You must be well organized and have the ability to manage and service all of these "campaigns" efficiently and in a timely manner. Your good computer skills, time management skills, and dedication to detail are crucial to you succeeding with IntelliQuote.

Because of the complexity of the insurance industry, you must be able to learn new concepts quickly, enjoy being on the phone and thrive on meeting or exceeding goals. You must also feel comfortable with people monitoring you and listening to your sales calls throughout the day. All calls will be recorded for training purposes, and you will receive constant feedback and coaching. We hope you are ready to excel in your sales career and are ready to do all you can to become the best sales professional possible. If so, then you will love the opportunity to grow and succeed here at IntelliQuote. Please note this position is not open to telecommuting. All positions conduct work from our El Dorado Hills facility.

## **IntelliQuote: Our Invitation to You:**

At IntelliQuote, we are dedicated to our clients, our industry and to you! We offer a stable and solid job with lots of fast-path career advancement opportunities and an opportunity to BUILD A CAREER. Here at IntelliQuote, you will get to work with and advise all sorts of interesting people as you help them achieve their life insurance needs. If you sincerely enjoy helping people, and like to work at a fast pace with other diverse professionals in a challenging and fun environment, then IntelliQuote offers you a lifetime of opportunity!

Apply now to join our team!

## **IntelliQuote Qualifications:**

- Proven, successful sales skills and a high desire to succeed with the ability to follow a scripted, planned sales process.
- 2-year college degree preferred but not required.
- Strong written skills + solid typing (50 wpm+) and computer keyboard skills are required.
- Familiarity with MS Word and MS Excel a plus.
- Must be able to meet and/or exceed sales goals.
- Must be ready, and willing to make approximately 100 outbound calls a day.
- Must be ready, willing and able to adhere to procedures, scripts and rules of conduct in a fast paced inside sales center environment.
- **Must be able to pass a background and credit check. No criminal conviction history, no current bankruptcy, no pending court dates.**

## **The IntelliQuote Offer:**

Paid health insurance

Paid vacation (paid time off) and paid holidays.

We offer a competitive, straightforward and lucrative compensation package which includes a base hourly rate plus a generous commission plan.

Expect to earn a monthly training salary for the first six months as you learn our business. After that time, your compensation will be a salary plus commission program.

In addition to our full range of benefits (medical, dental, and 401k), we offer a casual dress environment, and reimbursement for licensing costs upon completing your first full month of employment.

We have an extensive and ongoing sales training program and personal coaching program that will help you maximize the potential of our aggressive commission plan! Additional bonuses may be offered throughout the year.

If you think you have what it takes to be an IntelliQuote insurance agent, click on link to apply today!  
[careers@intelliquote.com](mailto:careers@intelliquote.com)