

# IntelliQuote Life Insurance Sales Agent

All interested candidates should send their resume and salary history to: [careers@intelliquote.com](mailto:careers@intelliquote.com)

**IntelliQuote**, is an industry leader in direct consumer sales of life insurance. We have an excellent opportunity for inside sales agents to join our team of experienced sales professionals. We are seeking ambitious sales professionals that are motivated to assist our clients with the important decision of securing life insurance coverage.

We provide quality leads and subscribe to a consultative, client centric approach. IntelliQuote represents some of the premier Life Companies in the industry; such as: American General, Prudential, Legal & General, Protective Life, Transamerica and more.

## Inside Sales

At IntelliQuote, we take great pride in our sales and service; we are very specific about who we choose to join Our Team. We are looking for Inside Sales Representatives interested in a high caliber career. In our fast-paced environment, our licensed life agents receive leads, answer in-bound calls, make contact, and assess proper coverage and match customers with the life insurance product that best fits their needs.

Our custom sales training provides proven scripts, approaches and processes. If you have a high level of achievement and a very positive attitude with a strong desire to help our clients protect their families then apply today.

## Inside Sales Essential Duties and Responsibilities

- Participate in extensive product training to learn carrier and policy terms, definitions and underwriting guidelines
- Participate in extensive computer training on company provided technology
- Assist potential and existing clients, in making life insurance decisions specific to their unique needs
- Conduct out bound and Inbound sales calls for initial and follow up contact
- Provide outstanding boutique style customer service
- Establish and maintain strong customer relationships geared for ongoing consulting and future product offerings
- Responsible for closing business and generating revenue for the company
- Responsible for conducting an appropriate needs analysis

## Required Skills

- Proven, successful sales skills; permanent life insurance sales preferred, but not required
- Ability to follow a proven sales approach and process
- Strong phone skills
- Excellent communication skills
- Ability to multitask
- College degree and industry experience preferred but not required
- Strong negotiation skills with the ability to use advanced judgment in problem solving
- Ability to learn and retain new information quickly
- Previous call center experience preferred but not required
- Current Life Insurance license required

## Guaranteed Base salary plus commission and comprehensive benefits package offered.

- Very competitive Base salary (not a deductible, a true salary) + commissions
- Paid training, Continuing Education and Life License reimbursement
- Medical and Dental Insurance
- Paid Time off and Holidays
- 401(k) Plan with match

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