

Outside Agency Sales/Marketing Representative (IL/IN/PA/TN)

We are looking for “the best” to help American Freedom continue its exceptional growth

American Freedom Insurance Company (AFIC) is a midsized, profitable, and expanding nonstandard automobile insurance company doing business in Illinois, Indiana, Pennsylvania, Tennessee and soon Texas. We are looking for a highly motivated sales driven individual to contribute in a fast paced, expanding organization. AFIC is an “A+” Superior rated financial organization.

The primary responsibility of the Sales/Marketing Representative is to increase moneymaking revenues by in person calls to new and existing independent insurance agencies. Travel could be up to 75%.

The Sales/Marketing Representative is to build and maintain impactful agency relationships, identify, and secure new and emerging opportunities, and gather and communicate market trends, competitor intelligence and feedback on AFIC and competitor programs.

The company is located in Mount Prospect, IL.

Qualifications

- Bachelor's degree and 2+ years sales experience preferred
- 1+ years auto insurance experience preferred
- Bilingual Spanish is strongly preferred
- Working knowledge of insurance operations: underwriting, claims, marketing, and product
- Must have and maintain an acceptable driving record
- Required to possess effective and convincing communication skills and be an acceptable public speaker
- Must be flexible in nature and a highly motivated self-starter
- Intermediate to advanced ability to develop, segment and interpret report data through spreadsheets
- Highly skilled and effective at time management
- Should possess and demonstrate critical thinking skills and be a logical problem solver
- Ability to interpret statistical data and build action plans around insights obtained from the data

Responsibilities

- Work under the guidance and direction of Sales leadership
- Develop, organize, and execute a plan to profitably grow each state jurisdiction to meet/exceed established premium and policy goals
- An effective Sales Representative will accomplish this through insight from sales and product leadership, prospecting new opportunities, new agency appointments, personal visits to existing agencies, and other sales activities
- Collect, organize, and disseminate market intelligence and report findings to company leadership and impacted operations
- Updates should include industry trends, competitor changes and observations, feedback on existing products and services, and analysis of market opportunities
- The Sales Representative should be actively collaborating with Product Managers, Claims, Marketing, and Customer Service/Underwriting
- A primary responsibility of the Sales Representative is to be in the field, engaging face to face with our agencies and partners. Travel may be up to 75%
- Visits should be planned with specific topics and action items outlined and prepared prior to the in-person visit
- An effective Sales Representative will evaluate data and focus their time and attention on the agencies and relationships that present the best opportunity for profitable growth or need for improvement
- Maintain up to date records of field activity, agency intel, changes in agency personnel or contact information, strategy, new appointment paperwork and many other critical items will be required
- It is important the Sales Representative be organized and timely in delivering necessary paperwork, reports, and documentation

- Participate in insurance association conventions, seminars, trade shows, and other agency related functions
- Perform other duties and responsibilities as assigned

The Position:

- Regular Full Time Status
- Competitive Salary commensurate with experience and education
- Job Acceptance Bonus of up to \$300 with qualifying conditions
- Travel Reimbursement
- 401K - with company contribution of up to 4% of salary
- Attractive Health insurance plans – United Healthcare
- Reports to Management
- Vacation & Holiday Pay

Please submit your resume along with your salary requirement for consideration.

For more information visit www.americanfreedomins.com