

Columbian Agency

Contact Person: Doug O'Neill, Director of Operations

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Company Website: www.columbianagency.com

Position Title: Sales Representative

Opportunity Location: New Lenox, IL

Required Major: Insurance

Key Information:

- Excellent Earning Potential
- Unlimited Sales Territory
- Rewarding Field for Goal Driven Individuals

Company Background & Job Purpose:

Columbian Agency is one of the largest independently owned insurance agencies in Will County. We have aggressive growth goals and require energetic, dynamic people who possess a strong drive for success and enjoy working with people in a direct sales environment to solicit and develop a book of commercial property & casualty accounts. We will support you by providing guidance from experienced sales professionals and formal sales and insurance training.

- Salaried Position to Start; Generous Commission Splits Once Established
- Medical, 401k
- Willingness to work non-standard hours if needed
- Own transport required

Duties & Responsibilities:

- Obtain professional insurance license
- Generating own leads
- Face to face sales
- Achieve weekly and monthly sales targets
- Participate in marketing meetings and activities
- Develop and maintain networking relationships
- Maintain license through continuing education
- Maintain contact with existing accounts during the year

Necessary Skills:

- Excellent written and verbal communication skills
- Basic mathematical skills
- Computer literacy and strong administrative abilities
- Ability to work successfully in an autonomously environment
- Persuasive interpersonal skills
- Well presented, driven and can think on your feet!
- Prior sales or insurance experience a plus

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*If you are interested in applying please submit your resume to Doug O'Neill at
doneill@columbianagency.com.*