

## Insurance Sales Agent

### Job Description

The Insurance Sales Agent is responsible for working directly with prospects and clients, assessing their personal property and life insurance needs (i.e. personal risk exposures, home, auto, excess, life and health), evaluating appropriate recommendations and placing coverage to address those risks.

We are looking for an experienced personal lines insurance sales professional. This person is responsible for production via leads generated by home sales through RealtySouth as well as through their own network. This is an independent insurance agency housed within RealtySouth and will benefit from sales tools and marketing materials provided by RealtySouth and HomeServices Insurance.

### Sales

- Market and sell personal lines insurance: Property and Casualty, Life and Health.
- Proactively contact real estate client leads to recommend appropriate insurance and place coverage.
- Identify and contact non-realty lead sources to assess, recommend and secure appropriate insurance coverage.
- Conduct annual coverage reviews to identify and cover additional risk exposures.
- Confer and negotiate with carrier underwriters on behalf of clients to save underwriting cancelations and remarket as necessary.
- Execute account quotes, applications, endorsements, binders, and renewals.

### Relationship Building

- Build foster and maintain professional relationships with clients and prospects.
- Build, foster and maintain professional relationships with RealtySouth staff, real estate sales associates and lending personnel to maximize sales opportunities.

### Job Requirements

- Must possess Property and Casualty license.
- Must possess Life and Health license.
- Associate's degree or equivalent work experience and knowledge.
- Four years successful personal lines insurance sales experience.
- Working knowledge of all personal lines insurance, insurance agency operations, coverage's, rates, markets and applicable insurance laws/codes/regulations.
- Recent working knowledge of risk assessment and risk management techniques.
- Excellent sales and marketing skills.
- Excellent analytical, problem-solving and decision-making skills.
- Excellent verbal and written skills.
- Excellent presentation skills.
- Excellent follow-up and organization skills.
- Must be willing to work in the State of Illinois and RealtySouth offices.

This is a unique sales position located in the heart of real estate selling. We offer a competitive salary, commissions and benefit package.

If you are interested in this unique opportunity to work in a company at a time of exciting strategic change and growth, please e-mail your resume with cover letter to [insurance@insurancesouth.com](mailto:insurance@insurancesouth.com) and indicate **Insurance Sales Agent** in the subject line.