



Strategic Insurance Services

M.O.R.E. - Than Insurance

Motivation | Opportunity | Relationship | Education

Sales – Construction Risk Consultant

SUBMISSION REQUIREMENT: Must have a minimum 2 years of consecutive employment with all companies listed on resume. Reference will be checked.

Compensation: Base \$35,000 + Commissions. Benefits Package. Can make up to \$75,000 first year but this easily is a high six-figure a year job.

This is a relationship building position. Representatives are responsible to call, warm and even hot leads, including reaching out to current clients in an effort to educate them on new proprietary products that support their business needs.

Currently, there is very little competition in this space, but we expect to see a change within the next 12 to 24 months.

We are hiring people who can balance the relationship building (being of a service role) with the ability to close accounts quickly and onboard clients in a timely manner.

This product is paid annually and provides compounding compensation.

The company has a strong emphasis on technology. Must be comfortable with systems and processes.

PRIMARY RESPONSIBILITIES AND DUTIES

- Technology/Systems/Processes a must - We test on this.
- Identify leads, manage prospects and acquire new business.
- Determine customer needs and propose appropriate products.

- Meet or exceed the new business sales goals.
- Complete scheduled and cold call prospecting activities to establish first and follow up appointments with customer decision makers.
- Prepare and deliver sales proposals/presentations and follow up with key decision makers.
- Utilize the company's management system daily, scheduling and documenting activities, and developing prospective customer profiles.
- Develop and maintain an awareness of market behavior and competitive trends and respond accordingly.
- Regularly meet with Sales Supervisor to review weekly sales activities, progress on goals, and status of prospective customers.
- Involvement in various networking groups, associations, and professional organizations.
- Asks for referrals to help generate new
- Can independently come up with creative marketing concepts, ideas for client events or educational programs to increase client retention and awareness of company.
- Confident with public speaking and willing to host webinars on various topics that affect our clients' businesses.

REQUIREMENTS/SKILLS

- Must present and communicate in a professional manner.
- Required to maintain a "To Do" list- We will train on our process for that.
- Must be willing to Network evenings and weekends.
- Excellent verbal and written communication skills.
- Must be organized with good time management skills.
- Possess proven analytical/problem solving solutions for the customer and the company.
- Comfortable speaking to prospects, current clients, vendors, and anybody else on the phone.
- Experience in developing and executing territory sales strategies.
- Possess strong presentation, negotiation, and closing skills.
- Must be self-motivated and able to work independently to meet or exceed goals.
- Construction, Warranty, Insurance, industry experience, a plus but not necessary.

- Must be willing to grow and continue learning and educating oneself within this industry. People want to buy from somebody more knowledgeable than them.

QUALIFICATIONS:

- High school diploma or equivalent; Bachelor's Degree in Business, Marketing, Sales, or related field preferred.
- Minimum 2 years outside business-to-business sales with a proven track record of success.
- One year of experience in a customer-facing sales role (business to business).
- Must successfully complete pre-employment testing, drug and background check.

INDUSTRIES:

Construction; Insurtech; Warranty

BENEFIT CONDITIONS:

- Waiting period may apply
- Only full-time employees eligible

WORK REMOTELY:

- Yes