



Personal Insurance Sales Agent / Producer

JOB DESCRIPTION

InsuranceSouth is a full-service insurance agency, offering a full suite of quality insurance solutions including home, auto, umbrella, personal liability, life and more. As an independent agent, InsuranceSouth represents some of the finest national & regional companies in the country, giving it the ability to provide risk management solutions that meet the ever changing needs of individuals and families. InsuranceSouth is a wholly-owned subsidiary of HomeServices Insurance, Inc.

InsuranceSouth is seeking a licensed professional to join our team. As a Personal Lines Insurance Sales Agent, you will be responsible for working directly with prospects and clients, assessing their personal property risk exposures, making appropriate recommendations, placing coverage to address those risks and servicing those accounts.

This is a great opportunity for a dedicated sale professional! **Warm leads are provided** and we pay base+ commission!

Duties and Responsibilities

- Solicit new business sales and services existing customers accounts.
- 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 cancellations; remarketing as necessary.
- Perform account transactions including, but not limited to quotations, applications, endorsements and binders.
- Foster and maintain professional networking relationships with clients.

Qualified applicants must be licensed in Property and Casualty with at least 2 - 5 years personal lines insurance sales experience; preferable in an independent agency setting, an Associate degree is preferred. If licensed, this position may also market and sell Life & Health Insurance. Must have successful sales and marketing background, strong organizational and interpersonal skills as well as being a self-starter and extremely motivated.

What We Offer:

We offer a competitive pay (base plus commission!) and full benefits package, plus the rewards of working for a recognized industry leader.

If you are interested in joining our growing team, please e-mail your resume with cover letter to insurance@homeservices-ins.com and indicate **Insurance Sales Agent** in the subject line.