

Insurance Agent

- AAA of Great Falls is looking for an Insurance Agent

- Job Profile Summary

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Insurance Agents serve our Members by selling them the Property & Casualty, Life and Roadside Assistance insurance that meets the Member's needs. Individuals in this role are accountable for achieving assigned sales goals while providing an exceptional Member experience. Primary responsibilities include soliciting new business, serving existing insured Members, and retaining policies. Insurance Agents participate in promotions, events, marketing activities, and the cross-sell of all AAA insurance products. Insurance Agents are experienced professionals who guide our Members in the purchase of appropriate products and coverage under limited managerial supervision.

- Job Description

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Essential Functions

- Uses sales techniques and strong product knowledge to identify customer-specific needs to generate new sales, retain existing insureds and grow our overall insurance book of business. Effectively overcomes objections to close the sale and/or retain the insured.
- Works to meet or exceed targets as defined in the sales incentive plan and as assigned by the Insurance Agent's manager.
- Conducts an insurance review for clients to identify a range of suitable products. Uses provided tools and applicable underwriting guidelines to assess risk, recommend appropriate products and related coverage, quote, bind and issue policies.
- Establishes rapport with the insured that enhances the member's affinity to the AAA brand and results in greater member satisfaction and loyalty.
- Proactively solicits and markets to business and/or community events, performs outbound calling, works marketing lists, and cross-sells/up-sells new and existing customers.
- Responds to customer inquiries and requests relating to insurance products and membership.
- Researches and resolves complex customer service issues. Often assists the insured in initiating the first notice of loss on claims.

Knowledge/Skills/Abilities

- Strong sales skills with a history of effectively developing, tracking, following up on and closing leads.
- Advanced consultative selling techniques utilizing thorough product knowledge.
- Knowledge of desktop systems including but not limited to Microsoft Office software applications.

Education & Experience/Licenses & Certification

- High school diploma or GED required. Bachelor's degree in relevant field preferred.
- 3 to 5 years of relevant insurance industry work experience required.
- Possess active and unrestricted state issued license(s) required to place property and casualty insurance.

Can be found on INDEED or

Contact Lisa Irby AAA Job Recruiter.

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