

Career Opportunities

Position: Business Insurance Sales/ Marketing Producer

Coast General Insurance Brokers has been serving California businesses since 1977. We are seeking to bring on **TWO** highly motivated individuals to aid in our continuous growth.

Responsibilities and Job Duties:

Provides service to clients' changing insurance needs by marketing and selling Business/ Commercial Insurance.

- Close at least \$1,000,000 of annual premium and at least 48 accounts per year.
- Market the agency in a positive manner online and in person to attract clients and referrals.
- Manage the relationship with new clients so they would be crazy to leave us.
- Maintain a high level of confidence and discretion
- Create a sales strategy that the CEO approves during the annual planning cycle.
- Be prepared for unplanned activities and interruptions at any time throughout the day.

Minimum Qualifications + Competencies:

- Professional Prospecting Skills, Meeting Sales Goals, Motivation for Sales, Selling to Customer Needs, Client Relationships, People Skills, General Math Skills, Organization, Dependability.
- Excellent Oral and written English Communication. Spanish communication skills is beneficial but not required.
- Insurance industry experience preferred but not required.
- Valid California license for Property and Casualty in good standing before start date.
- Valid drivers' license in good standing
- Proven, verifiable history of sales success

Competitive Benefit Package:

Coast General Insurance Brokers offers a benefit package that is highly competitive in today's marketplace. We make it a priority to compare our benefits to those of large organizations to help ensure our programs are among the best offered to employees.

- **Contributing to your future** – Base Salary \$45K-55K Depending on Experience + Commission, 401k
- **Healthy Body, Healthy Mind** - Medical, Dental, Vision, Basic Group Life, Supplementary Disability Insurance + Wellness Program
- **Personal time** - PTO - Accrual basis, Paid Holidays + Paid Sick Leave
- **Continual Education** – Education, Training, Tuition + Certification Reimbursement
- **Company Sponsored Events** - Employee Events + Industry Events

How to apply:

- Email resume to Info@CoastGeneralinsurance.com
- Fax resume to 805-644-4780

Expected Start date: 06/01/2016