

# WE ARE **HIRING!**

## **Job Description: Sales Representative**

We are seeking a dynamic and results-driven Sales Representative to join our team. In this role, you will be responsible for selling our products/services to potential customers, building and maintaining client relationships, and achieving sales targets.

### **Responsibilities:**

- Identify and reach out to potential customers through various channels, including cold calls, emails, and networking events.
- Present and demonstrate our products/services to prospective clients, highlighting their unique features and benefits.
- Develop strong relationships with new clients to ensure repeat business and customer satisfaction.
- Understand customer needs and provide customized solutions to meet their requirements.
- Achieve and exceed sales targets and quotas set by the company.
- Keep abreast of industry trends, competitors, and market conditions to identify opportunities and threats.
- Collaborate with the sales team and other departments to optimize sales strategies and improve customer experience.
- Maintain accurate records of sales activities, customer interactions, and sales forecasts.

### **Qualifications:**

- Excellent communication and interpersonal skills.
- Strong negotiation and closing skills.
- Ability to work independently and as part of a team.
- Self-motivated and results-oriented.
- Knowledge of our industry and products/services is a plus.
- Bachelor's degree in Insurance or business or a related field is preferred.

### **Benefits:**

- Competitive base salary and Quarterly Bonus structure.
- Ongoing training and development opportunities.
- A supportive and collaborative work environment.

If you are a motivated and goal-oriented individual with a passion for sales, we encourage you to apply for this Sales Representative position. Join our team and be part of our success story!