

Job description

Job Description - Group Insurance sales

Who we are!

We are a team of sales and marketing professionals having extensive experience in all phases of the business of employee benefits.

Employee Retention Benefits, Inc. (ERB) is the #1 employee benefits firm on the West Coast partnering with some of the top insurance organizations in the United States. Because of our guiding principle of strong ongoing customer service and experience, ERB has developed a very specific program to understand our customers and customize each customer's plan.

Why are we Hiring?

Our exceptional growth has created new opportunities. We are now adding to our existing staff more insurance Benefits professionals

We help you with an **appointment scheduler, NO COLD Calling, or Door Knocking REQUIRED!**

We will train you and enhance your skills.

What we offer!

This is a **W-2 position with starting salary (not 1099)**

Excellent commissions (some of the best in the benefits industry)

Bonuses to include Monthly Auto/marketing package

Health Insurance company premium participation (after 90 days)

Expectations of you:

- You are a salesperson (not an order taker)
- Detail oriented, hardworking, driven, goal minded, coachable
- Experienced in Enrolling company employees is preferred, but not required
- Bi-Lingual (a real plus)
- Accident health & Life, Insurance licensed
- Must attend assigned locations when directed, as well as weekly sales meetings.
- Dress & present oneself professionally

- Enroll the employees in our various plans, that include our **GUARANTEED ISSUE/PORTABLE** policies suitable for them and their families, which are **ALL payroll deducted**
- Report your assigned activity daily and summarize on Sunday
- Achieve ERB's and personal sales goals
- Attend events as necessary, quarterly hosted ERB meeting, & industry events, that are FUN and introduce much business and meet and secure new leads
- Proficient in computer and Microsoft Office including Excel and Word
- Company computer assigned to all employees for writing business policies
- Comfortable in presenting options to the employee (our average agents sells 3.64 policies per employee)
- Current in your driver's license and possess a vehicle, properly insured
- Growing opportunities for advancement into management program
- **Fast track Management program, if you are an existing sales manager with a team**

If this is you, we want to talk to you!

Please call **Ann Pritchard, Recruiter at (800) 674-9484 Extension 224** or email at **apritchard @ employeeretentionbenefits.com**

Job Type: Full-time

Salary: \$44,000.00 - \$135,000.00 per year

Supplemental pay types:

- Bonus pay
- Commission pay

Weekly day range:

- Monday to Friday
- Weekend availability

COVID-19 considerations:

We adhere to all COVID-19 regulations set by the state of California and any local governing body.

Application Question(s):

- Do you have your own transportation?

Experience:

- Insurance sales: 1 year (Preferred)

License/Certification:

- Life Insurance License (Required)
- Insurance Accident & Health License (Required)

Shift availability:

- Day Shift (Preferred)
- Night Shift (Preferred)

Work Location: On the road

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