



Job title: Insurance Sales Representative

Location: Bonita, CA

Pay: \$25.00-\$29.00 plus Bonus Commissions

Send Resume to: jerel@thehrslugger.com or Apply Here:

<https://www.indeed.com/job/insurance-sales-representative-9c32d81ba9166ee6>

You will be hired and employed directly by an independent Allstate Exclusive Agent. Compensation, benefits, book of business, sales processes, and agency culture vary by location. Base + commission structure and specific benefits will be discussed during the interview process.

We're looking for a driven, relationship-focused sales professional who thrives on helping people while building a rewarding career. If you love networking, solving problems, and making a real difference in your community, this is your opportunity to grow with a top-tier insurance brand.

What You'll Do

- *Build and nurture strong relationships with customers, local business owners, realtors, car dealerships, property managers, loan officers, and other referral partners*
- *Proactively network to generate high-quality referrals and grow the agency's book of business*
- *Cross-sell and round out existing customer accounts to better protect their families and assets*
- *Identify, qualify, and close sales leads from multiple sources (referrals, marketing, walk-ins, etc.)*
- *Deliver an exceptional, seamless experience for customers and referral partners*
- *Provide knowledgeable, consultative insurance advice tailored to each client's needs*
- *Assist with policy servicing, endorsements, claims coordination, and general agency administration*
- *Perform day-to-day customer service and support tasks as needed*

What You Bring

- *Bilingual - English and Spanish*
- *Active California Property & Casualty and/or Personal Lines license (required)*
- *1-2 years of proven insurance sales experience (strongly preferred)*
- *Close 35+ policies per month*
- *Existing insurance industry knowledge and experience*
- *Confident self-starter who excels both independently and on a team*
- *Outstanding verbal, written, and interpersonal communication skills*
- *Natural networking ability and comfort building professional relationships*



- *Strong multi-tasking, follow-through, and organizational skills*
- *Proficiency with Microsoft Office and general computer competency*

What We Offer

- *Starting at \$25 hourly + uncapped commission structure*
- *Strong bonus and incentive programs*
- *Ongoing professional development through Allstate University*
- *Clear path for advancement and leadership opportunities*
- *Positive, supportive team environment*
- *Paid holidays, vacation, and sick time (varies by agency)*
- *Comprehensive paid training and licensing support (if needed)*
- *The backing and resources of a Fortune 100 company while working in a local, entrepreneurial agency setting*

Important Disclosure: *This is not a corporate Allstate position. You will be hired and employed directly by an independent Allstate Exclusive Agent.*

Good Work. Good Life. Good Hands.®

At Allstate, we're not just keeping up with change—we're leading it. For nearly 90 years, we've protected people from life's uncertainties so they can pursue their dreams with confidence. Join a local agency that's part of something bigger and help shape the future of insurance in your community.

Ready to take the next step? Apply today and start building a career you're proud of