



Business Sales Agent

Summary & Objective:

Davidson & Associates is looking for the next great addition to our team. Our Business Sales Agent is responsible for proactively prospecting and providing risk management solutions to new business clients through networking and referrals. If you enjoy learning and have exceptional customer service, teamwork and communication skills-- we would like to hear from you!

Essential Functions:

- Daily interaction with team members, clients and insurance companies
- Identify and qualify sales leads generated from a variety of sources including, networking, referrals, and marketing
- Set and attend meetings with potential clients determine needs
- Present and explain our products and services based on a true understanding of the clients' risk management needs. Offer proactive solutions to fill gaps in coverage
- Develop appropriate risk management programs to solve the client's needs determined through exposure/risk analysis
- Tracking and reporting activities and results within agency management system to confirm hitting sales targets and requirements
- Other duties as assigned

Competencies:

- Strong organizational and time management skills
- Ability to effectively communicate; both written and verbal format
- Effective listening skills and ability to build rapport with clients and customers
- Driven and capable of taking initiative to maximize sales potential
- Familiarity with an insurance agency management system (we use EPIC) is a plus but is not required
- One to two years of successful sales results is required. Insurance background is a plus.

A few words about Insurance Licensing:

The position holder will need a **WA Property and Casualty license** or ability to obtain in a timely manner. (License fee reimbursement upon successful completion is a company benefit.)

What can Davidson offer you?

- Competitive pay to include bonuses and incentives
- Work in a cohesive, High functioning, TEAM oriented environment
- Easy freeway access to office

- All Major holidays off including birthday
- Summer schedule!
- Medical for employee 100% paid.
- Responsible vacation and sick time off. Managed and scheduled with team manager to confirm team coverage and client satisfaction
- First of the month after 6 months- 401k with match- 100% vested immediately
- Group life and short and long term disability benefits start 1st of the month after 90 days
- Employee Assistance Plan (EAP)
- Free Parking
- Company culture of giving back to the community and encouraging volunteer involvement
- Weekends and evenings off- Work/ life balance
- Coffee and kombucha service
- Massage chair in office
- Flex schedule with both office and remote work
- Continuing Education- pre-approved including CIC / ARM designation

What is it like to work at Davidson?

Our Company culture is one of:

- The highest ethics
- Client focus
- Professionalism
- Proactive service to clients, partners and the community through gifts and actions
- Outstanding community reputation through integrity and service
- As enthusiastic contributors within our community, Davidson employees get involved

If you are interested in this outstanding opportunity, please e-mail the following to Anna Nelson at anna@davidsoninsurance.com.

- Cover letter
- Résumé