



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?

- A competitive compensation package including excellent benefits (i.e., 401k match, health, life/disability insurance)
- Unlimited ability to control income based on activity and results

- A fantastic office and location! Our office is centrally located in downtown **Vancouver, WA**—a short walk to restaurants, parks, coffee shops and trails
- Work that is fast-paced and goal-oriented
- A dynamic team that is supportive, friendly and inclusive
- A Company culture of giving back to the community; our agency is supportive of employee community volunteer efforts

Who is Davidson & Associates Insurance Agency?

As professional advisors in an independent agency, we offer sound solutions and access to a wide variety of policies that best meet our valued Clients' needs. We have been honored as a Best Practices Agency by IIABA (Independent Insurance Agents and Brokers of America, Inc.) and received the Best of Clark County in 2018 honor from The Columbian.

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 Emily McCoy at emily@davidsoninsurance.com

- Cover letter
- Résumé highlighting your sales results