



Life & Disability Sales Agent

Summary & Objective:

Davidson & Associates is looking for the next great addition to our team. Our Life & Disability Insurance Sales Agent is responsible for proactively prospecting and providing life & health insurance solutions to new 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 clients and insurance companies and team members
- Identify and qualify sales leads generated from a variety of sources including, networking, referrals, and online marketing
- Connect with potential clients to determine unique needs and educate on solutions that fill gaps in coverage
- Resolve client inquiries in a timely and professional fashion, continuing to uphold our high standards of client service
- Tracking and reporting activities and results within agency management system to confirm hitting sales targets and requirements
- Other duties as assigned

Competencies:

- Self-motivated and disciplined with a strong work ethic
- Strong organizational and time management skills
- Ability to effectively communicate; both written and verbal format
- Effective listening skills and ability to nurture business relationship with clients
- One to two years of successful sales results is required. Insurance background is a plus.
- Familiarity with an insurance agency management system is a plus but is not required

A few words about Insurance Licensing:

The position holder will need a **WA Life and Disability 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](mailto:emily@ davidsoninsurance.com)

- Cover letter
- Résumé highlighting your sales results