

Insurance Agent-Owner

Quinn Insurance Agency Corporation
Jackson, MS

About Us:

Quinn Insurance Agency Corporation is committed to providing our staff with the best training and fostering a positive, collaborative work environment where they can reach their full potential. As an insurance agent-owner, you will be serving clients from your location in Mississippi with homeowners, automobile, recreational, and commercial insurance.

Job Description:

Sales experience is essential for our insurance agent-owners, but it is not required. More importantly, we are looking for individuals with enthusiasm and drive, who we can support and help reach their full potential in a positive team-based atmosphere. Insurance experience is not required to apply. We are willing to train the right person!

Top Benefits

- Paid on Renewals
- Monday thru Friday Working Schedule: Days
- Remote Option

Benefits

- Paid on Renewals **for life while licensed.**
- Paid upfront commissions
- Flexible Hours/Flexible Schedule
- Work-Life Balance
- Monday thru Friday Working Schedule: Days
- Holidays Off
- Career Growth Opportunities
- Professional Development
- Advancement Opportunities
- Mentorship
- Continuing Education Opportunities
- Ongoing Training Seminars
- Hands-On Training
- Professional Work Environment
- Team Building Activities

Responsibilities

- Develop relationships with clients to build a customer base.
- Follow-up on leads generated through referrals and networking.
- Advise clients on suitable insurance policies depending on their needs and objectives. Negotiate deals and close sales effectively.
- Constantly look out for new opportunities to cross-sell/account rounding.
- Nurture strong customer relationships and aim to increase client retention and product loyalty.
- Update and Make changes to insurance policies as needed.
- Issuing Insurance Documentation (COI, ID cards, etc.)

Requirements

- **Must have or be willing to obtain a Property and Casualty License.**
- **2+ years of demonstrated success in sales is helpful but not required.**
- Knowledge of basic computer software.
- Capacity to control, plan, and prioritize one's workday
- Ability to be open-minded, listen actively to comprehend directions and process new information. Work effectively with colleagues to ensure teamwork and productivity.

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