



LICENSED SALES AGENT

JOB OVERVIEW

We are seeking a Licensed Sales Agent to support our insurance agency with direct sales to existing clients and referrals for Medicare, Small Businesses and Individuals. MCG is a 13 year old service driven insurance agency located in the Denver Metro area and we provide health insurance education, advice and enrollment nationwide (virtual and paperless office). This is a great opportunity to learn and train with an industry expert which could lead to a senior sales role or ownership position in the agency.

RESPONSIBILITIES AND DUTIES

Direct Sales: Establish new and maintain existing client relationships, cross sell and follow up with both existing and prospective clients.

- Pre- and Post-Sales Management – using electronic systems and other industry resources to manage, research, quote, enroll and follow up with existing and prospective clients.
- Schedule appointments to meet with existing clients, referrals and prospects by phone, Zoom and/or in-person.
- Administrative – Charting client contacts and opportunities, attend company meetings, individual training and daily status checks by phone, Zoom and/or in-person.

IDEAL CANDIDATE DESCRIPTION

- Licensed Life/Health Insurance Broker (multiple states a plus)
- Industry experience is helpful, but we are willing to train newly licensed agents
- Exceptional listening skills and the ability to communicate with empathy, in speaking and writing
- Detail-oriented and accuracy, as this position requires meticulous documentation using spreadsheets and software
- Strong research and analytical skills
- Tech-savvy, as we are a virtual and paperless company which requires the use of cloud-based systems, proprietary software and Microsoft office products
- Ability to prioritize tasks, meet strict deadlines and work autonomously

BENEFITS

- Part-time/full-time W-2 position
- Hybrid work arrangement - mostly virtual with trainings, meetings and events in-office and public locations. Lead broker/owner is located in Denver Metro area
- Competitive base and performance compensation
- Annual bonus
- Flexible hours – full-time during enrollment periods
- Health, dental, vision and life insurance provided
- Paid holidays
- Company paid licensing and annual certifications including study materials
- Company provided laptop and virtual phone

(continued on reverse)

TIMEFRAME

- Start Date: As soon as possible

TO APPLY

For consideration of the position, please send a PDF of your resume and cover letter to Karen McCormack at karen@mcginsure.com.

Resumes will not be accepted without a cover letter. In the cover letter, please explain why you would be a good addition to our team and include your compensation range . Also in your cover letter, please describe your favorite hobby. This exercise is meant to highlight your communication skills, ability to follow directions and gives us insight into you as a person. Please follow these exact instructions.