



**199 Canyon Park Drive**

Pelham, AL 35124  
205-664-3200

## **Property & Casualty Sales Agent**

We are a full-service agency, and we help people protect what is important to them – their family, home, car, boat and more. Our insurance agency is locally owned & operated in Pelham, AL. We have been in business for over 22 years. We are seeking hardworking likeminded people that are eager to learn a career and to be part of our team. This position is a licensed position, and we will work with you to obtain your insurance license.

### **Job Description:**

Are you an *energetic*, people-oriented professional committed to delivering a remarkable customer service experience? We have the role for you! Our team is expanding, and we're hiring a property and casualty Sales agent who will work to prospect and secure new customers. In this role, no two days will be the same. The ideal candidate has some sales experience or is a quick learner that's eager to work directly with customers to uncover the insurance protection that best meets their needs. If you want a job rewarding career path that offers ample opportunities for advancement, call or email us today.

### **Responsibilities**

- Consults with prospective clients to discuss and understand their insurance needs.
- Explains the insurance products available, the different coverage types, and the benefits of each plan.
- Be able to identify sales opportunities for prospects insurance needs to make sure they are properly protected.
- Calculates reasonable premium quotes using the information gathered and provide quote in timely manner.
- Maintains communication with clients thru lead sources daily.
- Maintains Minimum Daily call and talk time requirements.

### **Requirements**

- Possess a genuine willingness to learn, be intuitive and resourceful and be coachable.
- Possess an upbeat, positive and enthusiastic attitude.
- Create relationships from a cold start.
- Proficiency to multi-task, follow-thru and follow-up.
- Must be awesome at opening doors and getting appointments from a cold start.
- Professional phone etiquette.
- Works well with other employees and is a team player with a positive attitude.
- Dependable
- High School diploma required and college degree and/or P & C licensed a Plus

Competitive Salary + Full Benefits

Our office hours are Monday thru Friday – 8:00AM – 5:30PM

**To Apply: Call Myrna Picogna – 205-664-3200 or Email: [myrnapicogna@allstate.com](mailto:myrnapicogna@allstate.com)**