**Allstate Agency Licensed Sales Professional**

**Hiring an Insurance Sales Professional for Andrew Smith Allstate Agency, Colorado Springs**

As a Licensed Sales Professional (LSP), you will help grow the Allstate agency by engaging new prospects and building strong relationships with the community. You’ll work as a member of a sales team focused on providing insurance and financial products that help customers protect their homes, cars, and retirement incomes, and live a life with peace of mind.

As a Licensed Sales Professional, you will apply insurance knowledge and sales skills to increase the customer’s understanding of the value of insurance and cultivate long-term relationships as a trusted advisor. No experience necessary. Once licensed, Allstate will train you to be an LSP.

**Job Responsibilities of a Licensed Sales Professional**

* Be a team player to help grow the agency
* Achieve sales goals through leads and referrals
* Be organized and efficient
* Help protect customers by offering insurance and financial products that will meet their needs
* Conduct needs-based customer policy reviews and update coverage
* Ensure a positive customer experience
* Confident self-starter who works well independently
* Excellent verbal and written communication/interpersonal skills
* Maintain a positive and self-motivated attitude
* Sales experience is a plus
* Must be willing to obtain insurance licenses; already possessing a license is a plus
* Bilingual candidates a plus

## Essential Functions

* Complete daily activity log each morning, deliver to agency principal
* Provide new business log to Agency Owner at end of each day
* Enter all financial services follow-ups into eAgent (or other system) each day
* Write new business applications using checklist
* Provide Agency Owner/Marketing Manager with a copy of each application done upon issuance, along with policy number and email address(es)
* Cross-sell existing customers
* Comply with Allstate RMPs, T-doc and office procedures
* Actively train and improve sales and product knowledge skills
* Improve sales of all lines, retention, cross-sell ratio and customer satisfaction, and reduce loss ratio while doing service work
* Participate in community events, as necessary
* Handle additional duties as assigned or needed

## Information

* Compensation: Salary + commission + bonuses; health benefits; vacation time
* Licensing: Free P&C license for military and spouses, $500 bonus, plus $500 retention bonus
* Submit resume to: andrewsmith2@allstate.com
* Apply: <http://allstatecareers.com/> An Equal Opportunity Employer

Posting as of 19 MAR 2019 until filled

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| MILITARY FRIENDLY  The sacrifices our veterans and their dependents have made for our country demonstrate their level of commitment, resourcefulness and integrity - invaluable characteristics agencies seek in new talent. Allstate's Military & Veteran Programs team is dedicated to teaching veterans how to translate the exceptional skills taught during military service into a career as a licensed sale professional. To make the transition from military to civilian jobs as seamless as possible, the following resources are offered to veterans and their spouses:   * **$500 licensing bonus** for candidates who pass Property & Casualty (P&C) test and receive license within 6 months of being hired * **$500 retention bonus** for candidates after 6 months of employment * **Free license training** through ExamFX   Serving those who serve our country is a part of Allstate's legacy - and strategy. With approximately 250,000 veterans leaving the military every year, by providing career support, together we can continue to foster a culture that celebrates military service and the perspective these Allstars bring to our business. |