

Veterinary Insurance Services Company (VISC) is looking for Insurance Sales Executives in Southern California and Arizona. VISC is a specialized insurance brokerage offering commercial insurance only to the Veterinary Community.

In 2007, the California Veterinary Medical Association (CVMA) formed a wholly owned subsidiary insurance brokerage. In doing so, the CVMA could better ensure the expansion of insurance products and superior service delivery to its members.

Today, VISC is the only brokerage endorsed by the CVMA. VISC is a full-service brokerage which strives to maintain client satisfaction through an array of insurance products and services specifically designed to meet the business needs of the veterinary community.

Our mission is to foster the ongoing development of career-oriented sales professionals by providing you the tools and resources necessary for growth and success. VISC is proud to have a culture of professionalism and teamwork, that allows you to learn, grow, and more importantly enjoy what you do, while cultivating profitability, productivity, professionalism, and longevity.

Objectives of the Sales Executive Role:

Sales executives promote VISC's products and services with the goal of growing the overall book of business as well as retaining and maintaining clients.

Sales Executives will be experts on VISC's offerings, and regularly contact prospective clients about various insurance products and must have a consultative, positive, and resourceful approach to dealing with prospects, clients, and associates. You will also be expected to answer questions and suggest plans that best fit the client and be customer-focused with a strong desire to research, source, and build those relationships. You will also need to positively represent VISC in carrier meetings, seminars, trade shows, and networking events.

Expectations:

- Implement current marketing strategies to sell VISC's insurance products**
- Develop sales business plan and use effective prospecting strategies**
- Periodically reassess policy needs of clients, especially after life-changing events**
- Research and source prospective clients and new leads**
- Maintain regular contact with existing clients to discuss renewals or add-ons**
- Stay up to date with market trends and best practices of the insurance industry**

Responsibilities:

- Source potential clients through professional networks, cold calls, and referrals
- Pursue cross-selling opportunities to enhance prospect and client relationships
- Explain various insurance policies and products to potential and existing clients, guiding them toward the best coverage
- Update Applied with new prospects/opportunities. Issue quotes, maintain client records, and answer client questions about insurance plans and policies
- Suggest modifications and updates to existing clients' insurance policies
- Build customized insurance policies and packages
- Advise clients on potential risks and benefits of each policy
- Personable, highly motivated, and goal oriented. Driven to achieve individual sales goals
- Comfortable speaking with clients, whether over the phone or in person
- Persuasive negotiation and listening skills
- Ability to identify and contact prospective clients
- Ability to build customized insurance policies and packages that meet clients' needs
- General knowledge of different types of commercial insurance

Required qualifications:

- 3+ years in the commercial insurance industry
- Active P&C license
- Applied Epic experience (preferred)
- Friendly personality, with excellent interpersonal and sales skills
- Resilient spirit and persistent nature
- Strong analytical skills with a goal-oriented mind
- Proven experience networking and building long-lasting relationships

Benefits include:

- **Comprehensive on-the-job training**
- **Base plus commission plan**
- **Continuous learning and development**
- **Positive work environment**
- **Full Support Staff**
- **Remote/Hybrid Schedule**
- **Medical/Dental/Vision/Life/Long-Term Disability/401k**

Salary dependent on Experience

Please submit your resume along with a cover letter to:

Janeece Thomas

Executive Vice President

jthomas@visc-ins.com