



Please send your resume and cover letter to: careers@roperinsurance.com

Job Description Form

Roper Insurance and Financial Services is expanding nationally and is looking for customer-oriented strategic thinkers who are energetic and bring passion to the workplace to become part of its core team.

Division/Department: Sales	Level/Grade: Entry, Intermediate or Expert
Location: Roper Insurance Corporate Office	Type of position: Full time
Job Title: Insurance Benefits Advisor	Hours: 40+/week
Reports to: John Holm, National Sales Manager	

GENERAL DESCRIPTION

The Insurance Benefits Advisor is responsible for providing advice and assistance as well as selling Roper Insurance products to new prospects and clients while adhering to The company's code of ethics. Responsibilities also include maintaining and developing relationships with existing customers and visiting potential customers to prospect new business.

Other responsibilities include, but are not limited to:

- Committing to and attaining assigned sales goals
- Reporting sales activity accurately and in a timely manner
- Producing insurance quotes
- Learning and utilizing CRM software
- Representing the organization at trade exhibitions, events, and demonstrations
- Advising clients on upcoming product developments and discussing special promotions
- Follow up with carriers to check on the progress of client applications
- Prospect new business via cold calling, referrals, and networking
- Explain features, advantages, and disadvantages of insurance policies to promote sale
- Exhibit ethical conduct according to NAIFA standards
- Maintaining current license and CE requirements
- Effective and efficient time management

WORK EXPERIENCE REQUIREMENTS

- Must be self-motivated with a focus on achieving high levels of production
- Effective communications/relationship skills required
- Must be a team player and willing to learn new skills
- Must be able to work independently and be results-oriented
- Must like to help others...That is our business!

EDUCATION REQUIREMENTS

- Bachelor's degree or previous sales experience
- Knowledge of major insurance carriers and plans preferred

WHAT ROPER INSURANCE & FINANCIAL SERVICES OFFERS

- Upon successful 3-month training period Roper Insurance & Financial Services Advisors will be eligible for:
- A minimum base salary of \$24,000
- Company I-Phone
- Personal Laptop
- Car Allowance
- Health Insurance and 401K
- All professional licenses paid