

## Job Description

### Job Responsibilities:

This is an insurance sales position. You will be responsible for sourcing clients and selling our group benefits and insurance products to small businesses using a combination of digital and traditional sales methodologies.

### Job Duties:

- Develop various sources of clients using our online digital pipeline, referrals, occupational, and special-interest groups to compile lists of prospects.
- Respond and follow up on prospect inquiries coming through our digital platform in a timely and professional manner.
- Network with prospective clients through various organizations and groups.
- Approach potential clients by utilizing digital and traditional solicitation;
- Determine clients' particular needs and financial situations by scheduling fact-finding appointments; determining extent of present coverage and investments; ascertaining long-term goals.
- Provide continuing service to clients with regular follow up and responding to their inquiries or issues.
- Upselling our other products as appropriate.
- Update job knowledge by participating in educational opportunities; reading professional publications; maintaining personal networks; participating in professional organizations.
- Enhance insurance brokerage reputation by accepting ownership for accomplishing new and different requests; exploring opportunities to add value to job accomplishments.

### Skills and Qualifications:

Outgoing Personality, Like to Meet People, Prospecting Skills, Meeting Sales Goals, Motivation for Sales, Selling to Customer Needs, Client Relationships, People Skills, Product Knowledge, General Math Skills, Organization, Dependability.

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### Interested in Joining the BeniPlus team?

Submit your resume and cover letter to: [hr@beniplus.ca](mailto:hr@beniplus.ca)

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