

Wings Insurance

Job Opening - New Business Department Sales Associate

About Wings Insurance

We are a rapidly growing insurance broker specializing in aviation insurance! Our dedicated team works incredibly hard to ensure that our clients have an exceptional experience. We only hire the most motivated and dedicated individuals to work at our firm.

Job Description

This position is responsible for supporting the new business department into our office while establishing a rewarding career with unlimited potential. The ideal candidate should be a detail focused and goal driven individual who sincerely wants to help people.

Candidates must have a strong desire to provide exceptional customer service, outstanding communication skills with a variety of personality's, work well on a team, and work under pressure with minimum supervision. Ideal candidates will have a FAA Private pilots license or more advanced, or equivalent aviation industry experience.

The sales associate will directly contribute to and support sales goals of the agency. This includes new business, cross-sell opportunities, marketing, customer service and policy retention. Multiple lines of business will be sold, including aircraft hull and liability, aviation general liability, workers compensation, aviation property and others.

Responsibilities include:

- Negotiate insurance quotes, generate sales presentations and quote follow-up
- Collaborate on company service and marketing strategies
- Process customer proposal change requests
- Enter new application data into the CRM system
- Foster strong relationships with underwriters to maintain a high level of client retention and brand loyalty

Requirements:

- College degree preferred, but not required
- Confident and assertive
- Strong written and verbal communication skills

- Relentless willingness to learn
- Self-driven, able to work independently and efficiently
- Outgoing and enjoys talking to people
- Honest, trustworthy and dependable
- Committed to helping grow the company

Job Types: Full-time

Experience:

- Insurance: 1 year (Preferred)

Education:

- High school or equivalent (Required)

License:

- Insurance License (Preferred)
- Private pilots license or better (required)

Work Location:

- Office at Flying Cloud Airport

Benefits:

- Paid time off
- 401K
- Company growth bonus plan
- Health, Dental, Life

Insurance License Required:

- No

This Company Describes Its Culture as:

- Outcome-oriented -- results-focused with strong performance culture
- Team-oriented -- cooperative and collaborative

Schedule:

- Monday to Friday
- 8 am – 5 pm Central

NOTICE:

All applicants must undergo An employment background check can include, but is not limited to, a person's work history, education, credit history, driving record, criminal record, medical history, use of social media, and drug screening.

Send your resume to [**jobs@wingsinsurance.com**](mailto:jobs@wingsinsurance.com) for consideration.