

INTEGRAL Educational Programs is expanding by opening a new department and in regards to that we are looking to hire a dynamic and highly motivated person for the position

Insurance Agent

Description:

Provides service to company's client portfolio (according to the specific needs of each department) by selling travel, life, business and health insurance.

Responsibilities:

- Account management
- Works with clients at operational and senior management level
- Works with internal departments at operational and management level and our network of local offices in different cities to develop and enhance insurance services and development of business
- Assists in departmental operations where required
- Develops long-term customers by using company's customer base, referrals and approaching special-interest groups to compile lists of prospects.
- Approaches potential clients by the means of mailings and phone solicitation.
- Determines clients' particular needs and financial situations by scheduling fact-finding appointments
- Develops insurance plans by calculating and quoting rates for immediate coverage action and long-term strategy implementation.
- Provides continuing contact with the client by delivering policy; planning future follow-up visits and evaluations of needs.
- Updates job knowledge by participating in educational opportunities; reading professional publications; maintaining personal networks; participating in professional organizations.
- Enhances company's reputation by accepting ownership for accomplishing new and different requests; exploring opportunities to add value to job accomplishments.



Our Requirements:

- Knowledge for all classes of commercial insurance products including Liability, Property, Business and Travel would be an added advantage
- Essential ability to work in and across teams
- Must be able to work with data, understand and apply data analysis
- Good computer skills in Microsoft Office suite, claims data analysis, reporting and presentation
- CRM knowledge is a plus
- Excellent command of English

We offer:

- Work in a young and ambitious team
- Opportunities for career development
- Payment linked to performance

If you meet the above requirements and this position sounds interesting to you, please send your CV to **dyordanova@integral.bg**

