



Retail Insurance Agent, Bay Area, California

A Great Opportunity to Build a New Career with High Earning Potential in Nonstandard Insurance!

Are you an ambitious insurance or sales professional who can aggressively drive sales and still take a consultative approach with customers, always asking “what do you need?” Do you want to leverage all your experience and skills in a new environment that offers more support and the opportunity for better pay? If you answered yes, this job may be perfect for you.



Acceptance Insurance, a leading nationwide provider of non-standard personal automobile insurance and other related products, has a unique career opportunity for a retail insurance agent to join one of our several offices in the Bay Area in California, as well as Chula Vista.

Here's Your New Opportunity

Job Definition

- This is a full-time internal position
- We have openings in California in the Bay Area, including the cities of San Francisco, Santa Rosa, San Leandro, Redding, Pleasant Hill, Vallejo and San Jose. There is also an opening at the Chula Vista office, south of San Diego.

Role

As a Retail Insurance Agent, you will be responsible for the sale of auto, commercial, motorcycle and home insurance products to new and existing customers. You'll also be a trusted consultant for our customers and ensure that they always have adequate protection.





Retail Insurance Agent, Bay Area, California

On a day-to-day basis, you'll begin in the office or on the phone, consulting with new customers and building relationships with existing customers. Later, you'll go out to shake hands and meet people in the community to drive business to your office and then end your day back in the office and on phones again.

Your specific tasks and responsibilities will include:

- Providing quotations, pricing, and required information to new prospects and complete the sales process for each customer.
- Developing and maintaining relationships with business partners in the community (i.e. auto dealerships, standard insurance agents, payday loan businesses, financial companies, etc.)
- Performing outside marketing activities to drive new business opportunities
- Preparing quotations when customers request changes to their policies
- Receive and respond to all customer inquiries and complaints
- Requesting any missing or required information from customers and following up as needed
- Maintaining deep knowledge of all company products, pricing, and policy features
- Providing critical market feedback to leadership regarding local competition and service needs
- Following-up with customers on all open or unresolved issues including calling customers about lapsed policies and policy renewals
- Answering the telephone in a prompt, professional and courteous manner
- Reporting any and all conditions affecting customer satisfaction
- Maintaining appropriate records including, but not limited to, all time worked, sales activities and other reporting as required by Regional Manager or Corporate Office
- Maintaining an office setting that best represents the Acceptance brand

How you can qualify for this opportunity

To succeed in this position, you'll need to show us some outstanding characteristics, including a professional manner and the ability to communicate effectively with potential customers

Specifically, we need you to have:

- Six months previous professional experience in sales
- Above average communication skills
- Experience with and the ability to use a PC to perform daily duties



Retail Insurance Agent, Bay Area, California

- Must be detail oriented, accurate and have the ability to work independently, following strict procedural guidelines.
- Flexibility: your work schedule may fluctuate based on business need and can include evening and weekend hours and some Holidays.

An insurance license is required in order to fulfill the duties and responsibilities of this position. The successful candidate must be able to obtain and retain a Personal Lines insurance license. Previous experience with Excel, Word and web based systems is also preferred.

The right personality is important, so we look for candidates who are:

- High energy
- Comfortable in front of people: you can have a conversation and influence people with in soft-sell techniques, not hard-sell
- Goal oriented: you can see and pursue new opportunities
- Team players: you can take coaching, follow instructions and be willing to coach others

Why Acceptance Insurance?



The biggest advantage to working for Acceptance Insurance as a retail agent is our unique payment plan. While standard insurance companies pay by straight commission, forcing agents within an office to compete with one another, Acceptance is different. With us, you'll have guaranteed base pay and be part of business and sales activity for your entire office

from day one. This means that not only will you begin earning immediately, but you won't be earning alone. There's nothing cutthroat about working at Acceptance.

We provide you with great support, starting with a four-week onboarding process. If you're not licensed yet, we'll even pay your base salary and all your associated costs while you get your license.



Retail Insurance Agent, Bay Area, California

And, as the only brick and mortar nonstandard insurance company that's coast-to-coast, you'll have the opportunity to move to other locations. We also like to promote from within, so as you gain experience you may be able to move from a retail role to a managing agent role with us.

Benefits

- Guaranteed Based Pay
- Monthly Add-On Incentive Bonus
- Quarterly Improvement Bonus
- Health, Dental, Vision, Paid Vacation and Disability Insurance
- Employer Matching 401(k) Program.

Other Advantages

- Regular hours
- Technology systems that make doing business easier

About Acceptance Insurance

Acceptance Insurance (NYSE: FAC) is a leading provider of non-standard personal automobile insurance and other related products. Founded in 1969 and headquartered in Nashville, TN, Acceptance markets its services through the Acceptance Insurance, Yale Insurance, and Insurance Plus brands. The company operates over 410 retail locations in 12 states.

Join Our Unique Culture



At Acceptance Insurance, our culture is all about being fair to customers. You see, we're not just selling a product; we're selling a promise. We need people to fulfill that promise by joining our teams, where we all work for each other and for our customers.

If you're interested in this opportunity, [click here](#) to connect with the recruiter.