

VisionWeb

The **Insurance Sales Representative** is a strategic member of our sales team who is responsible for identifying, cultivating, and closing new sales opportunities. You will aid in selling market leading, Software-as-a-Service (SaaS) products that are already market strong. This opportunity offers you the chance to catapult your career by joining a dynamic, fast-paced sales team here at VisionWeb. If you are looking for a challenging yet exciting role, don't hesitate and apply.

VisionWeb Highlights:

- Leading player in industry
- Largest customer base
- Strong in market
- Easy to sell product
- Ground floor opportunities
- Fast-growing

VisionWeb Perks:

- Monthly Events (trivia, scavenger hunts, holiday celebrations, etc.)
- Fully stocked kitchen (food and beverages)
- Monthly employee appreciation celebrations
- Office sponsored professional massages
- Great Benefits package
- Monthly breakfast tacos (Torchy's)
- Scenic campus (office backs up to River Place Wilderness/Trails)
- For additional information please visit www.visionweb.com.

Job Duties and Responsibilities

- Build relations with new customers and maintain a customer database
- Prepare and execute sales action plans
- Learn and distribute sales and promotional materials
- Make sales calls to new and existing clients (cold-calling, prospecting, follow-up on company-provided leads)
- Monitor and follow-up with potential clients
- Meet or exceed defined goals (calls volumes, sales, etc.)

Skills and Experience

- Must have great communication skills, both written and verbal
- 3-5 years call experience in a high-volume outbound sales-type role
- Be persuasive, with good negotiation skills (good people skills)
- Must be energetic, confident, and persistent.
- Should know about basic customer service and business principles.
- Must be able to achieve sales targets.
- Basic knowledge of Salesforce CRM
- Insurance Clearinghouse Services is a plus, but not mandatory
- College degree is preferred but not required.
- A background in Customer Service or Marketing is a plus.
- Knowledge of Clearinghouse and Professional Claims is a plus.

Commission:

- Competitive Salary + Commission/No Cap