

United States Jobs Expertini®

Territory Sales Representative (80k-100k)

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Company: PMA USA (Performance Matters Associates, Inc.)

Location: United States

Category: other-general

PMA USA (Performance Matters Associates, INC.), is a national company that provides insurance benefits solutions and markets voluntary insurance products. We exclusively represent Washington National Insurance Company, who has been around for more than 100 years and is committed to helping people prepare for the unexpected at every stage of life with its portfolio of supplemental health and life insurance products. What we offer: New Agent Bonus: Earn \$400 a week during your first 6 weeks (up to \$2,400), in addition to your sales commissions Highly competitive commission structure, bonus programs, and passive income opportunities designed to grow with you Sales lead management tool that makes it easy to identify existing clients and qualified prospects Industry-leading training that is designed to equip you with the knowledge to be successful and grow your career Mentorship program with our team of experienced Field Leaders Our 4 day work week allows you to spend more time with your family As a Sales Representative, you will: Identify prospective customers and develop insurance proposals Meet with clients to discuss their insurance needs and goals Deliver insurance presentations and close sales Guide clients through important financial decisions using the latest software and our expansive product portfolio Maintain up-to-date knowledge of insurance laws and regulations What will help you be successful? The ability to present complicated concepts effectively and maintain uncompromising principles, such as honesty and integrity Strong relationship building, communication, customer service, and time-management skills Self-motivation to connect with company provided sales leads and network with new clients A competitive and entrepreneurial spirit to achieve success both for yourself and others Passionate about making positive impacts in your

community PMA USA, a subsidiary of CNO Financial, has a strong commitment to diversity and inclusion. We value an inclusive and belonging environment where everyone's different viewpoints bring new successes! Please visit our career site to learn more about our mission: <https://pmausainc.com/careers/>

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