

Employee Benefits Producer



WE ARE HIRING!

TO BE A TEAM
MEMBER AT BIS WE
REQUIRE THESE
VALUE SYSTEMS

Follow Through

Solve all items and provide updates

Humble

Not arrogant

Heart to Serve

Genuinely care about others

Integrity

Do the right thing

Heart to Learn

Care about your craft and want to improve in life

Perspective

Don't take yourself too seriously and family is priority

BIS, a benefit and commercial insurance broker in Roswell, GA, is dedicated to delivering innovative insurance solutions with exceptional service. Guided by integrity, faith, and excellence, we prioritize both employees and clients, earning recognition as one of The Atlanta Business Chronicle's Best Places to Work for multiple years.

Why Join Us?

Top performers in this industry achieve exceptional earnings without the pressure of aggressive quotas. Few sales roles offer the advantage of residual income—where your past efforts continue to contribute to your success. The agency will provide mentorship from experienced staff members and leaders as well as providing leads to help support you. A career in business-to-business insurance provides a unique opportunity to build a high-quality lifestyle paired with substantial income potential. This path is ideal for individuals ready to invest in their future by embracing short-term sacrifices for a deeply rewarding, lifelong career. If you're driven by passion for sales, thrive on competition, and value work-life balance, we encourage you to apply today.

KEY RESPONSIBILITIES

Pipeline Development:

- Build and manage a strong pipeline of qualified leads through strategic prospecting, networking, and agency-provided tools.
- Dedicate the first 6-12 months to actively generating leads and establishing a client base.

Sales Execution:

- Manage the complete sales cycle from initial contact to final close, achieving quarterly and annual targets.
- Leverage mentorship from experienced professionals to support your development and success.
- Demonstrate strong analytical skills and the ability to connect with people effectively.

Client Relationships:

- Develop long-lasting relationships by understanding client needs and offering tailored employee benefits solutions.
- Act as a trusted advisor, positioning our offerings to enhance client success.

CRM Management:

- Use the company's CRM system to organize sales activities, document client interactions, and ensure seamless follow-up.

Product Knowledge:

- Stay current on employee benefits offerings to confidently present solutions and differentiate them from competitors.

QUALIFICATIONS

- Must meet our value system.
- Life and Health License helpful but not required at time of interview. It would be required to take the position.
- Proficient in Microsoft Office.
- Strong communication skills, both written and verbal.
- Ability to multitask, establish priorities, and quickly build rapport with clients and prospects.
- Self-motivated, deadline-oriented, and committed to continuous skill development.
- Enjoys numbers. (If you like tracking stats in sports, that's a valuable skill)