

# Account Representative

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## Benefits: As a Valued Agent Team Member you will enjoy...

- Hourly Pay + Commission and Bonuses
- Simple IRA Retirement Plan with Company Match
- Paid Time Off (10-15 days paid and 50 hours unpaid)
- Licensing reimbursement up to \$500 after 90 days - plus CE & renewal fees covered
- Regular professional development - twice a month trainings + mentorship
- Career incentives - opportunities to *earn extra PTO, travel, swag* and more
- Personal touches - birthday gifts, anniversary "SF Bucks," and a team that *sees and celebrates you*
- Comfortable office perks - free snacks, coffee and a personalized workspace
- Purpose-driven work - help people understand and protect what matters most

## What We're Looking For:

We're hiring a goal-driven, high-performing, and people-focused Sales Representative to join our team! This full-time sales role is perfect for someone who enjoys building relationships, closing deals, and helping customers protect what matters most. You will play a direct role in our agency's growth by bringing in new business and providing personalized insurance solutions to individuals and families.

## A strong candidate will bring the following qualifications and traits:

- Must be able to obtain or have an active Property & Casualty, Life & Health Insurance License (required prior to start)
- Confident communicator with excellent interpersonal skills
- Self-starter who thrives in a fast-paced, goal-oriented environment
- Coachable and eager to grow personally and professionally
- High attention to detail and strong organizational habits
- High performer with a team-oriented mindset
- Proven success in a sales role is a big plus! We're looking for someone who knows how to connect, follow through, and close with confidence

## Key Responsibilities:

- Generate and follow up with leads through inbound and outbound calls, referrals, .com leads, and events
- Build relationships with prospective customers to understand their needs and offer tailored insurance solutions
- Present quotes, overcome objections, and close sales across multiple lines of business
- Maintain accurate and timely documentation within our CRM and agency systems
- Meet and exceed personal sales goals and agency growth benchmarks
- Foster long-term relationships for future cross-sell and referral opportunities

## Why Choose a Career with Allen State Farm Insurance?

We believe hard work should be celebrated — when our team hits annual goals, everyone enjoys a *fully paid week off* during Christmas or New Year's to relax and recharge with loved ones (in addition to regular time off!). Here's what else makes our agency stand out

- No nights or weekends - and we keep it fun with *Casual Fridays*
- Woman-owned & family-run - with a relationship-first culture
- This isn't just a job -- it's a place where you can grow, make a difference, and be part of something meaningful.

## **Compensation Structure**

- Base Pay (without commission, no prior experience) = \$36,400
- Average Salary (with commission) = \$54,600
- Top Earners (with commission) = \$76,000+

**Compensation \$36,400 - \$54,600 per year**