

## Insurance Sales Consultant

Sahouri Insurance is a privately held insurance and risk management brokerage firm established in 1970.

We provide our Guests with integrated insurance and corporate benefits solutions under one roof. Our specialty lies in serving Corporate Executives, Government Contractors, Technology Companies, Foreign Governments, and Real Estate. Our highly experienced Advocates help clients mitigate risk, enhance coverage, maintain compliance, forecast and control costs, manage claims, and more.

Our consultative approach is supported by a client-first mindset, agile organizational structure, and a commitment to vetting and adopting the right tools and technology to aid us in decision making and improving client experience.

Sahouri Insurance is a people-driven organization with an award-winning reputation for innovation, service, and culture.

### **Job Summary:**

The Sales Consultant is responsible for planning and executing marketing campaigns and strategies to generate new prospects, increase sales and revenue, and improve client retention.

### **Job Description:**

- Implement marketing strategies with the goal of increasing agency awareness and increasing sales and profits.
- Plan, organize, and execute marketing and sales programs.
- Act as the main point of contact for Sahouri Insurance.
- Generate qualified leads and referrals to drive sales.
- Attend trade shows and networking events to market and sell Sahouri.
- Cold-call, prospect and network to drive new business and new relationships.
- Work with vendors, influencers, decision makers and manage and develop these relationships.
- Follow-up on leads and prospects in a timely manner.



- Support all agency initiatives, give actionable feedback, share best practices and serve as advocate and information source for agency.
- Communicate & promote Sahouri value & brand.
- Keep abreast of industry trends, competition, and new opportunities.
- Develop an understanding of insurance product lines and coverages.
- Meet agreed upon annual sales goals.
- Develop a specific industry focus.

### **Qualifications:**

- Property & Casualty or Life & Health Insurance license is required.
- 3+ years in a direct sales environment with demonstrated success in sales.
- Demonstrated Success in building/growing a book of business.
- A consultative seller; not transactional.
- Experience working with large client executive teams and ability to work with C-Level decision-makers.
- Demonstrated Success in driving new business with key high-profile clients.
- Familiarity with the NOVA/WDC metro markets.
- Experience working effectively part of a team and individually.
- Driven and self-motivated.

