

Personal Lines CSR/Agent

Smith-Reagan Insurance Agency is expanding and seeking a Full Time Personal lines CSR/Agent. We are an established locally owned independent agency since 1983. Smith-Reagan Insurance Agency, Smith-Reagan Life & Health Insurance Agency, Inc., and our predecessors have provided continuous insurance service and products to customers in the Rio Grande Valley since 1909. There were numerous mergers and purchases of different independent insurance agencies. Our agency has affiliations in San Antonio and McAllen, we are multi-state licensed and have a social media presence. As an Independent insurance agency, we represent many different insurance carriers that offer a variety of products, coverages options and price points. Our primary duty is helping the consumer untangle the complexities of their insurance questions and assisting them in locating insurance coverage right for them. As a Smith-Reagan customer service representative, you will have access to many carriers and your job will be to find the product that best meet their needs.

General Responsibilities

- Meet or exceed monthly policy sales targets
- Ability to cross sell insurance related products
- Ability to overcome sales objections and close over the phone
- Day to day servicing, client relationship management
- Managing established book of business
- Accurately record all required information in the agency management system
- Marketing with Insurance companies
- Ability to multitask in a fast-paced environment
- Contribute ideas for making our company profitable

Requirements

- Experienced and a valid Texas issued Property & Casualty License
- Valid Texas driver's license
- Strong written communication skills
- Proficiency in MS Word, Excel, PowerPoint and Outlook
- Extremely reliable and dependable
- Bilingual Preferred

Benefits

- Base salary plus commission, commensurate with experience.
- Continuing education offered and renewal of TDI License and designation.
- Health insurance, Group Term Life, Long-Term Disability and ADD
- Retirement 401-K plus matching, paid holidays and vacation after one year
- Ancillary products available (dental, vision, and supplemental) via payroll deduction