



Sales & Marketing Representative

JOB DESCRIPTION

Position Summary:

Works closely in conjunction with existing Sales Team to develop new business leads, provide Diamond system demonstrations, and provide system functionality information to prospective clients. Position may also work with existing clients to determine prerequisites of new feature functionality.

Essential Job Functions:

- Business to business marketing and sales within an established team.
- Coordinates campaigns in collaboration with team, utilizing and organizing conventions/promotions on a national level.
- Sells Insurance automation solutions at basic to intermediate levels.
- Works within a strong sales team; considers of Insuresoft's core values and the products' core competencies.
- Thinks and acts/reacts tactically as required to build successful sales.
- Manages relationships with potential client organizations during the initial evaluation process.
- Sets prospective client expectations regarding Diamond system functionality.

Job Requirements & Qualifications:

- BS/BA in Business, Marketing, other related field or equivalent work experience.
- Excellent communication (verbal and written), interpersonal and presentation skills.
- 2-3 years experience working directly with P&C Insurance products *preferred*.
- Proficient in MS Office applications.
- Willingness & ability to travel up to 25%.

Other Provisions:

- Solid employment history.
- Positive & proactive attitude.
- Goal-oriented and results driven approach.
- Willing to grow with entrepreneurial firm.