

IntelliQuote - Marketer Role

About the Job

IntelliQuote is an industry leader in the direct to consumer sales of life insurance. We have an excellent opportunity for a Marketer to join our team of sales professionals. We are seeking an ambitious candidate who is financially motivated and has a desire to contribute to the financial security of our clients and prospects.

IntelliQuote represents some of the best Life Insurance Companies in America including Prudential, Transamerica, Protective Life, American General and more. At IntelliQuote, we take great pride in the service and client centric approach we provide, and are very specific about who we choose to join our Team. We are looking for enthusiastic and highly motivated individuals to join our Team. In our inside sales call center environment, you will call our existing clients to identify initial interest and facilitate warm transfers of sales leads to licensed Sales Agents. A proven training process will be provided; adherence and buy-in are paramount. If you have a high level of achievement, a positive attitude, with a strong desire to help our clients then apply today.

Job Responsibilities

- Place outbound calls to existing clients to identify service or sales needs
- Provides outbound prospecting and inbound qualification
- Generating initial interest and obtaining commitment from prospective customers to speak with a licensed life insurance agent
- Facilitate warm transfer of sales leads to Sales Agents
- Follow a proven scripted sales prospecting process
- Learn and execute proven processes to generate new sales opportunities
- Reviewing customer records to identify and maintain prospect lists
- Follows up with customers as a "keep warm" function, responds to inquiries.
- Identify current and future customer requirements by establishing personal rapport with potential and current customers.

Required Skills

- Ability to follow a proven scripted planned sales process
- Strong phone skills
- Excellent communication skills, ability to handle objections in a positive and respectful manner
- Ability to multitask
- Willing and able to adhere to procedures, scripts and rules of conduct in a fast paced inside sales center environment
- Strong negotiation skills with the ability to use advanced judgment in problem solving
- Ability to learn and retain new information quickly
- Previous call center, customer service, telephone experience preferred but not required
- Positive character with excellent communications and interpersonal skills

All interested candidates should send their resume and salary history to: careers@intelliquote.com