



# NATIVE INSURANCE ALLIANCE

## Sales Agent Job Advertisement

**Native Insurance Alliance is a Native owned and operated Insurance Company. We are looking for Sales Agents to join a successful, supportive team of progressive and innovative agents, effectively selling Individual and Group Health Products. If you are interested in working with a company that believes in supporting Native American and other underserved communities by providing innovative Health Solutions, please read the Job Description below and send your resume to [natalie@nativeia.com](mailto:natalie@nativeia.com)**

### Job Details

- Part Time
- 1099
- Commission

### What does a Native Insurance Alliance Sales Agent Do?

At Native Insurance Alliance, Sales Agents are responsible for communicating the benefits of our Voyage Health and Wellness products. To drive sales. Sales Agents serve as the point of contact between a Tribal Government or business and its members or employees. Sales Agents have a range of responsibilities including identifying and educating prospective members while supporting existing members with information and assistance that relates to Voyage products and services. Sales Agents will provide complete and appropriate solutions for every member to boost top-line revenue growth, customer acquisition levels and profitability. Qualifications include strong interpersonal and communication skills and representing Native Insurance Alliance, NARA and SNHC and our products accurately and responsibly.

### Sales Agent Responsibilities

- Present, promote and sell Voyage products/services using accurate information to existing and prospective members

- Perform cost--benefit and needs analysis of existing/potential members to meet their needs
- Report commissions accurately
- Understand and utilize the Daisy Platform accurately
- Establish, develop, and maintain positive business and member relationships
- Reach out to potential leads through cold calling, emailing, or meeting with potential member in person
- Expedite the resolution of member problems and complaints to member services to maximize satisfaction
- Achieve agreed upon sales targets and outcomes within schedule
- Coordinate sales effort with team members and other departments
- Analyze assigned territory/market's potential, track sales and status reports
- Communicate with management on member's needs, problems, interests, competitive activities, and potential for new products and services.
- Maintain best practices and promotional trends through training and continual self-study
- Continuously improve through feedback

### **Preferred Requirements and Skills (willing to train beginners)**

- Proven work experience as a Sales Representative
- Excellent knowledge of MS Office
- Familiarity with CRM systems
- Ability to build productive business professional relationships
- Highly motivated and target driven with a proven record of accomplishment in sales
- Excellent selling, negotiation, and communication skills
- Prioritizing, time management and organizational skills
- Ability to create and deliver presentations tailored to the audience needs
- Relationship management skills and openness to feedback