



AMERICAN NATIONAL INSURANCE COMPANY

Independent Entrepreneurial Insurance Sales Representative

Functions:

Provide products and services to clients, helping them protect their families and achieve their financial goals by using the companies' sales principles and practices as a guide to writing high-quality business and providing professional client service.

Environment:

Today's consumers of insurance and related services have high expectations of the agents with whom they do business.

Every American National associate is part of a team helping the agent provide professional client service.

The local area offices include a general agent who promotes the overall direction of an agency, assistant general agents who provide day to day support of agents in the areas of career development training, prospecting and field training, and an administrative staff trained to provide professional service.

In addition, sophisticated technology is in place to facilitate the effective and efficient flow of all sales and service processes.

Accountabilities:

Our agents are independent sales professionals. Below is a list of accountabilities critical to an agent's success.

- Continually generate prospects with the help of industry proven methods and referrals.
- Qualify prospect needs through quality fact-finding with company tools.
- Perform field underwriting analysis using good judgment and observation.
- Write an appropriate amount of high-quality business achieving a desired product mix that meets the client needs.
- Provide professional and timely service to clients.
- Commit to building long-term relationships by maintaining frequent, regular contact with all clients.
- Maintain and enhance sales proficiency and product knowledge through industry education.
- Use the established systems and technologies to serve clients with accuracy and efficiency.

Qualifications:

The following qualifications have traditionally been considered critical to successful performance as an independent sales professional.

- Strong leadership and organizational skills
- Good interpersonal skills
- Motivation
- Entrepreneurial spirit
- Ability and willingness to implement existing systems and technology