

Job description

Insurance Specialist | Full-time, ongoing | Life Insurance Partners

About us:

At Life Insurance Partners, we are passionate about assisting our clients to meet their insurance needs. Our education-based framework allows us to support everyday Australians to choose and manage their life insurances with ease.

The Role:

- Work and develop a relationship with 10 of Australia's leading retail insurers
- Receive a steady flow of warm leads as provided by our corporate partners
- Track, manage and convert your clients with ease with the custom-built CRM solution
- Manage pipeline and lead flows successfully, ensuring the client is supported throughout the journey
- Work in a dynamic and supportive team in an environment that is conducive to ideas and inclusivity
- Work from the comfort of your own home since this is a remote position

About you:

We are seeking an Insurance Specialist to join our team, and ideally build a team of consultants around them.

- Demonstrated previous experience in the life insurance sector and in a similar position
- Superior knowledge of products including income protection, life, critical illness and TPD
- Self-motivated and driven by targets
- Client service centric, with the customer at the centre of what you do
- Experienced in maintaining and retaining clients
- Ability to build rapport and trust with clients
- Ability to handle complex client enquiries, think critically, and navigate challenging situations
- Professional business acumen and excellent verbal and written communication
- Able to negotiate and influence client interactions
- Must be an Australian Citizen or Permanent Resident of Australia

Working for Life Insurance Partners:

- Highly competitive base salary
- Uncapped commission structure
- Flexible working arrangements
- Ongoing professional development and opportunities to progress

Become part of a growing and innovative team of consultants and professionals and harness your sales skills in a nurturing and trustworthy environment.

To discuss this role further, please contact Sonny Lowe via email sonny@lifeip.com.au or call 02 9455 7543. Visit us at lifeinsurancepartners.com.au