

SIA Group is growing and we are looking for today's talent to be a part of tomorrow's prosperity. We are seeking **Risk Advisors (Insurance Sales Agent)** to join our charismatic team! Founded in 1975, SIA Group is a full service, independent insurance agency with offices located throughout North Carolina. We offer insurance and risk management products for personal and commercial lines, group health benefits, consulting services, and more.

Employees are the heart of our agency. Investing in our employees is part of our core values: to make a difference in their lives, improve the lives of others and those we serve. If you want a career where you are valued and rewarded for hard work, then come grow with us!

What's in it For Your Career?

- A job that becomes a career.
- Competitive compensation and endless earning potential with commissions and bonuses by meeting your sales goals.
- A career with work/life balance!
- Be a part of a team with supportive and effective leadership.
- Career development through our custom educational plans.
- Employee-centered work culture where inspiration occurs daily.
- Coaching to continually improve your sales skills and position you for career success!
- Expand your professional network!
- Access to premier resources, tools, and technology.

A Day in the Life of an Insurance Sales Professional/Risk Advisor:

- Advise clients and prospects on their risk and how to mitigate risk through not only insurance products but beyond!
- Canvass for new insurance business/clients via assorted communication channels, networking, and other lead sources.
- Contact clients/prospects through various means of communication to promote products/services and cultivate loyal relationships.
- Collaborate with businesses and/or private individuals to conduct risk review, analysis, and sell insurance products and/or consulting services.
- Grow sales revenue through a variety networking and marketing efforts.
- Achieve sales quota and client retention goals per niche market.

If you are driven to bring value to others and have a fire that's lit to achieve results, then it is time to take the next step in your career and submit your application.

Compensation and Benefits:

- Competitive Salary + Commission + Bonus
- PTO and Paid Holidays
- Health Benefits with a comprehensive Wellness Program

- 401(k)
- Educational Opportunities
- Work/Life Balance including Parental Involvement Leave
- Savings Account/Christmas Club
- Stellar perks/fringe benefits package!

Required Qualifications:

- **Demonstrated sales quota achievements and results. Must have prior sales (inside/outside) experience!**
- Exceptional knowledge of business acumen.
- Superior interpersonal communication skills.
- Engaging and effective presentation skills.
- Natural networker, challenger in the methods of selling, and possess an extraordinary customer focus.
- Demonstrated ability to build relationships, trust, and connect with clientele.
- Cold calling, lead development, and sales closing skills.
- High level of integrity, natural tendency to compete, and effective time management skills.
- Willingness to learn, be coachable, intuitive, and resourceful.

Preferred Qualifications:

- **North Carolina Property and Casualty License.**
- Experience working within the Insurance Industry.
- Prior Insurance Sales Agent/Producer experience.
- College degree in risk management, business administration, or related field.

Positions available in the following areas:

- Clayton/Raleigh-Durham area
- Fayetteville
- Lexington/Winston Salem area
- Lenoir
- Jacksonville/New Bern
- Wilmington
- Wallace/Duplin County

To apply please visit www.siagroup.com/careers or SIA Group on Indeed.com. Thank you for your interest in joining our team!