

Employee Benefits Insurance Sales Advisor

At Vizance, we are always moving forward, with an attitude of true partnership among our fellow associates, our clients, our insurance company partners and our communities.

“Vizance” is a unique name that we created. It means “*moving forward*” and is pronounced VIZE-ense (combination of Vision and Guidance). The name embodies our vision: To be the leader in associate loyalty and client relationships.

WHY JOIN VIZANCE?

Vizance has over 165 associates in 13 locations throughout Wisconsin, and is among the top 1% of all insurance agencies in the United States, based on agency revenue. We are different from other insurance agencies – on purpose! The combination of our Culture, Independence, and Performance / System-Based Mindset clearly differentiate us as a company built to last. Our independence allows us to re-invest in our business and ensures optimal decision making and consistency for our associates and clients.

Vizance has earned a number of awards, including Top Workplaces, Best Places to Work, Future 50, and Fastest Growing Firms, and is proud to be a Minority-Owned Business Enterprise (MBE).

WHAT YOU WILL DO AT VIZANCE AS A SALES ADVISOR

- Develop and maintain a comprehensive prospecting and sales plan that will help drive sales
- Engage in prospecting and business development
- Acquire new accounts and retain clients, working in partnership with a service-oriented team
- Utilize a unique structured sales process which differentiates us from other agencies
- Participate in our Mentoring program
- Align clients with the right insurer while providing a consultative approach
- Develop a strong knowledge of our resources and services and promote cross selling opportunities
- Advance toward becoming a Vizance shareholder

WHAT YOU WILL BRING TO VIZANCE

- A proven track record of closing sales
- Excellent communication and negotiation skills
- Entrepreneurial mindset
- Desire to create and nurture relationships with clients
- Bachelor's Degree (preferred)
- Health & Life Insurance License (or ability to obtain)

WHAT YOU WILL LIKE ABOUT BEING A SALES ADVISOR AT VIZANCE

- Unlimited income potential: compensation begins with salary plus commission, and transitions to commission-based
- Unique stock grant program for our eligible Advisors
- Annual bonus potential and yearly sales incentive trip
- Comprehensive employee benefits package including medical, dental, vision, life, and disability insurance
- 401(k) match



- Paid training and mentorship
- Sponsored education opportunities
- Security of working for a stable, independent agency with a defined path for internal succession
- A supportive team environment that celebrates success
- Opportunities for growth

If you are looking for a promising career in a growing organization, then we want to hear from you!

Send resume to careers@vizance.com

