

CAREER PATHWAYS

Insurance is more than a job, it's a career!

Sales Advisor

No Insurance Experience Necessary; Sales Experience Preferred

A Sales Advisor matches clients with the right plan to fit their insurance needs, protecting them from unexpected losses and financial setbacks. Their responsibilities include developing prospecting plans, building trusted long-term relationships, and advocating for clients throughout the entire process.

Advisors that are new to insurance will undergo a multi-faceted training program, mentorship opportunities, and on-the-job training and shadowing to help them through the first few months of their career.

Benefits of Working as a Vizance Advisor

- Stability
- Autonomy
- Incentive Trip
- Mentorship
- Dedicated Service Team
- Relationship-building
- Uncapped commission
- Flexibility
- Recognition
- Multiple Locations

There are two different paths to choose from when becoming a Sales Advisor at Vizance. Risk Management and Employee Benefits Advisors both work with businesses, but focus on different aspects. Here's how they differ:

Risk Management Advisor

Works with business owners to mitigate risks that could negatively impact the organization. Risks can be related to various areas such as property, auto, worker's compensation, and more.

Employee Benefits Advisor

Focuses on designing, implementing, and managing employee benefit programs. These programs include health insurance, dental & vision insurance, retirement plans, wellness initiatives, flexible spending accounts, and other perks offered to employees.

Shareholder Program

The Vizance Shareholder Program is designed to give back to our high-performing associates. After a Sales Advisor reaches a certain threshold, they are able to earn a stake in the company through share grants. This program encourages Advisors to keep achieving their goals, continually rewarding further growth.

"I appreciate the sense of autonomy and accountability, which empowers me to take ownership of my work and make a meaningful impact."

-DANA A.

"Every interaction is an opportunity to add value, build relationships, and ensure businesses can focus on what they do best."

-JAKE H.

View current openings and apply now at vizance.com/careers

