

Insurance Sales Associate

Insurance industry

Location: Dbayeh

Major: degree in Business Administration, Marketing, Finance, or any related field

Experience: fresh graduates are accepted

Major Responsibilities:

- Sell a wide range of insurance products to individual and corporate clients.
- Generate new leads through networking, referrals, cold calls, and digital platforms.
- Conduct client needs analysis to recommend suitable insurance plans.
- Present and explain policy features, benefits, and costs to customers.
- Maintain up-to-date knowledge of all company products and services.
- Follow up with clients to complete applications, gather documents, and close sales.
- Provide ongoing customer support and handle policy renewals or changes.
- Achieve or exceed assigned sales targets and KPIs.
- Maintain accurate records of sales activities and client information in the CRM.
- Attend sales meetings, training sessions, and industry events when required.

Additional Requirements:

- Prior experience in insurance sales, banking, or a similar customer-facing role is a plus.
- Knowledge of insurance regulations and products is a plus.
- Proficiency in Microsoft Office and CRM systems.
- Proficiency in MS Office; experience with POS systems is a plus.

How to Apply:

Kindly send your CV or contact the Career Services Center, E-mail: career.services@balamand.edu.lb,
Ext. 7801; 7802