

# Health and Life Specialist

## Davan Enterprises Insurance Agency

<b>Job title:</b>	Individual Life & Health Specialist
<b>Location:</b>	Northeast Tennessee / Southwest Virginia
<b>Terms:</b>	Part-Time - Contract
<b>Salary/rate:</b>	Commission
<b>Requirements:</b>	Acquire and Maintain Insurance Licenses

**About us:** Davan Enterprises Insurance Agency protects families and businesses in Tennessee, Virginia, and North Carolina. We are guided by the principle that your life deserves protection! We provide insurance services from individual health insurance, Medicare and insurance education, benefits consulting to estate planning, life insurance and funeral planning.

**About the role:** DEIA is looking to grow its team of sales professionals. We have built our business on the concept of offering a unique portfolio of services as well as a lucrative career opportunity that can be built in someone's spare time all while forming relationships with other insurance professionals and networking professionals to be used as referral sources without being viewed as a competitor. This is a 1099 or independent contractor position charged with the role of providing health insurance and life insurance products to the senior market. Because this is a 1099 position and commission based your income will be determined by your own work effort and will need to provide the necessary tools to perform in the job role. However, those expenses are a business write-off or tax deductible. We will provide the necessary training, support, and coaching to help you in your journey. Unlike most 1099 positions which require you to work full-time in the hopes of earning enough income to support yourself while living on savings (which few people have enough of), we have designed our opportunity to allow you to continue your regular employment while building a full-time income from part-time work.

- Responsibilities:**
- Acquire and maintain necessary licenses, certifications.
  - Acquire and maintain professional liability insurance.
  - Generate leads for prospects from various marketing and networking techniques.
  - Assist individuals in selecting suitable and appropriate insurance solutions.
  - Present potential solutions to prospects.
  - Abide by the procedures, rules and requirements of DEIA, regulatory bodies, and state.
  - Participate in coaching sessions.
  - Meet monthly sales goals
  - Adhere to a consistent work schedule.
  - Maintain the CRM (Client Relationship Manager) system.

**Candidate requirements:**

- Must have no felonies or owed child support.
- Must have a High School Diploma, Bachelor's Degree preferred.
- Customer Service Experience and working with the public and elderly.
- An understanding of the sales process.
- Ambitious and sales minded with strong interpersonal skills.
- Strong Network of Center of Influence.
- Business acumen.
- Valid Driver's License and Insurance.
- Have a laptop/computer with High-Speed Internet
- Willing to have Anti-Virus and Data Encryption software for Laptop/mobile devices.

**Contact us to apply**

Interested Candidates can contact Davan Johnson at:

423-689-3061 or

[Davan@DavanEnterprises.com](mailto:Davan@DavanEnterprises.com)