

# Small Business Solutions Specialist

## Davan Enterprises Insurance Agency

**Job title:** Senior Business Solutions Specialist  
**Location:** Northeast Tennessee / Southwest Virginia  
**Terms:** Part-Time - Contract  
**Salary/rate:** Commission  
**Requirements:**

**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:** Small Business Solutions Specialists work directly with business owners and HR representatives to plan voluntary pre-paid legal services for employees and employers. It's a key role with growth potential for you, backed by the power, resources and trust of a well-known and reputable brand. And you'll have the personal reward of helping to provide financial security and added peace of mind to clients when they experience a legal service need. As a Small Business Solutions Specialist, you determine how much you want to make and go for it. We have designed this opportunity to provide you a full-time income on part-time work. You can decide how, when, and where you work whether from a coffee shop, an outdoor café, or the comfort of your home. Position yourself to work with centers of influence through networking and other professionals to provide pre-paid legal service plans to protect employees and employers.

**Responsibilities:**

- Generating new business opportunities through company leads, networking, referrals, and calls.
- Conducting meetings with employers to customize programs that help meet their benefits needs.
- Engaging and enrolling interested employees in benefits plans.
- Having ongoing conversations with business owners about new benefits options, benefits trends, changes to the government's health care laws and more.
- 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:

423-956-6455 or

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