



## JOIN THE ASSURANCEAMERICA TEAM

At AssuranceAmerica, we are more than a distinctive blend of insurance assets—we are a community driven by continuous growth and learning. Our culture fosters an environment where every associate is empowered to thrive, balancing individual development with a commitment to excellence.

Join a dynamic, forward-thinking team at a leading provider in the minimum-limits auto insurance industry. While we operate with the strength of an established company, we embrace a small-company, entrepreneurial mindset. This role is ideal for someone with a strategic, high-energy approach who is eager to contribute fresh ideas and grow within a fast-paced, evolving industry.

### Sales Development Associate

As a **Sales Development Associate** at AssuranceAmerica, you will play a pivotal role in driving company success by increasing production, growing our agent network, retaining valued customers, and providing top-notch support to agents. In this role, you will be a key ambassador for our brand, serving as the go-to resource in our corporate office and field territories while mastering the systems and processes that power our business.

Our **comprehensive training program** blends hands-on learning, remote instruction from home, and instructor-led sessions to provide a well-rounded foundation for success. You will gain real-world experience while benefiting from company-sponsored travel to Atlanta for in-person training and networking opportunities. This immersive program will prepare you to excel in both **Customer Service and Sales**, positioning you for long-term career growth.

But this is just the beginning. Demonstrate your skills, and you will unlock exciting advancement opportunities within our structured sales career track. If you are ready to take on a challenge, make an impact, and build a successful career with a fast-growing company, we want to hear from you!

### About the ROLE

Each day at AssuranceAmerica is different, but as a **Sales Development Associate** in **Sales**, you will:

- Drive sales growth for agency partners through effective account management.
- Expand our network by appointing new agencies, following an established Model Sales Process (MSP) and structured sales management cadence (phone calls, emails, and texts where permitted).
- Onboard and train agents to navigate company platforms, policies, and procedures.
- Occasionally, prospect new agents from inquiries received via the company website, marketing campaigns, and leads.
- Engage with agencies using virtual platforms such as Zoom and MS Teams.
- Support the Sales Department with special projects, including product training and promotional initiatives.

### About YOU



#### Required

- Bachelor's degree
- Strong written and verbal communication skills
- Willingness to work in a high-volume sales environment
- Proficiency in MS Office, specifically Excel

#### Preferred

- Bilingual (English-Spanish)
- Experience using Salesforce
- Prior experience in the insurance industry

#### Physical Requirements

- Prolonged periods sitting at a desk and working on a computer.
- Must be able to lift 15 pounds at times.
- Must be able to travel, including overnight, as needed.

#### About US

- We are direct, results-driven, and dedicated to the success of our business and each other.
- We are a diverse group of thinkers and doers.
- We offer many opportunities to grow in your professional skills and career.
- We fight homelessness by directing 5% of our earnings from each policy we sell to organizations that help those in need. We call it our Generous Policy.

#### **WHAT WE OFFER**

- **AssuranceAmerica provides these benefits to Associates:**
  - **Premium healthcare plans:** All full-time Associates and part-time Associates working a regular schedule of 30 hours, or more, are eligible for day one benefits including Medical, Dental, Vision, Voluntary Life, Flexible Spending Accounts, and a Health Savings Account.
  - **Employer Paid Benefits:** We enroll all eligible Associates in Group Life and AD&D Insurance, Short- and Long-Term Disability Plans, Employee Assistance Program, Travel Assist, and the Benefit Resource Card which includes Teladoc™, Pet Insurance and Health Advocate.
- **Additional Benefits:**
  - **401(k) Employer Match:** We want to help you prepare for the future, now. All full-time and part-time Associates over age 21 are eligible to participate in the 401(k) Savings Plan. ***AssuranceAmerica will match 100% of the first 4% of an Associate's contributions.***
  - **Engagement Events.** We make time for fun activities that strengthen Associate relationships in all our locations.



- **Annual Learning Credit:** Want to learn something new? We'll reimburse you for approved educational assistance.
- **Time Off:**
  - Paid Time Off (PTO), Parental Leave Pay, Volunteer Time Off (VTO), Bereavement Pay, Military Leave Pay, and Jury Duty Pay.

**YOU'RE INVITED TO [APPLY](#)**

We believe the right fit is more important than a checklist. If you have most of what we're looking for in this role and our culture and mission speak to you, contact us. We want to hear from *you*!