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## Sales Representative – Philippines – Remote

### Description

This position requires a highly motivated, high-energy sales and service professional. This position requires dynamic, customer focused, sales and service professionals that possess excellent verbal and written communication, interpersonal skills demonstrated by passion for providing outstanding customer service, effective sales closing skills, creative thinking, and the ability to enthusiastically communicate with prospects on every outbound and inbound call consistent

### Responsibilities

### Mission of the Pre-Sales Agent

The Pre-Sales Agent will assist in driving revenue from prospects interested in various personal lines insurance products. This will be accomplished by guiding leads through the qualification and transfer processes, responding to all inquiries quickly and accurately, and being an expert resource for our clients to support all of their needs .

The Pre-Sales Agent will think creatively, utilize best practices to consistently meet and exceed goals, and implement feedback to improve their skills and efficiency.

### Outcomes of the Personal Lines Sales Agent

Use critical thinking and best judgment to help guide clients through the qualification process. Agents always select the best possible outcome for the client and company.

Ensure all client information is complete and accurate before transferring. Pre-sales agents are responsible for identifying and fixing any mistakes immediately.

Deliver timely, relevant, and natural responses to all customer requests and questions via SMS, email, and phone conversations.

Consistently achieve or surpass set key performance indicators.

Proactively synthesize and share feedback about clients, processes, and software bugs with management.

### Experience

#### • Traits / Capabilities of the Pre-Sales Agent

1. Proactive
  - Demonstrates the ability to think ahead, plan long term decisions, and anticipate outcomes.

### Employment Type

Full-time

### Beginning of employment

12/20/21

### Duration of employment

TBD

### Industry

Sales

### Job Location

Remote work from: Philippines

### Working Hours

07:00-14:00

### Base Salary

\$ 6 - \$ 7.50

### Date posted

December 8, 2021

### Valid through

06.08.2022

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2. Comfortable with ambiguity
  - Able to adapt to an ambiguous, rapidly changing environment that does not abide by industry standards.
3. Process-oriented
  - Has the ability to quickly learn new systems and quickly implement changes to existing systems; buys into company systems and follows them by the book.
4. Dependable
  - Has the ability to prioritize tasks and focus in a remote environment; a proactive communicator who addresses challenges and blockers head-on.
5. Empathetic
  - Brings a strong sense of empathy; genuinely wants to help customers find the right solutions.
6. Motivated
  - Self-motivated and able to own workloads, meet deadlines and deliver results.
7. Results oriented
  - You're intellectually curious and you get stuff done. Results are what matter to you
8. Master communicator.
  - Excellent written and oral communication skills with the ability to adapt to different communication styles.

## **Job Benefits**

## **What Trellis can offer you**

Trellis has been a remote-only company since inception and will always be remote-first. We know how to cultivate a successful and highly collaborative team despite the distance. This includes:

- You'll be joining one of the fastest-growing and most profitable companies in the field of insurtech.
- 100% remote, work from the comfort of your home (or anywhere, as long as you have a professional, quiet, distraction-free environment).
- Weekly meetings with your direct manager to stay on track and get the support you need to do great work.
- Regular performance evaluations and annual reviews. Get rewarded for your hard work.
- A growth-focused team culture with opportunities for career development and skill building.
- A fulfilling, high impact role on a team working to completely change the way people shop for insurance.

## **Contacts**

Please Apply from this job posting. If you have more questions please reach out to us at [We@workentropy.com](mailto:We@workentropy.com)