



Chinese Bilingual Property & Casualty Insurance Agent/Producer

TransGlobal is the leader among the Asian General agencies in the US with 27 office locations, focusing on a variety of financial services including life insurance, property and casualty insurance, health insurance, mortgage, real estate, and financial advisory.

Website: <http://www.transglobalus.com>

Major Responsibilities:

- Handle both Personal and/or Commercial Property & Casualty insurance business.
- Actively generates new sales through leads generated from new prospects, client referrals, agents referrals, obtain all necessary information to turn leads into prospects and clients.
- Be proficient in available to carrier rating system where provided for agency use.
- Present proposal to prospect and client, closes sales and completes exposure analysis.
- Developing accounts and cross-selling products and services.
- Identify carrier risk appetites, carrier information and target classes.
- Assist in recommending coverage's or coverage changes based upon client needs.
- Ordering loss run, motor vehicle report, CLUE check and similar reports.
- Responsible for collection of all premium from new policy.
- Respond to client inquiries, incoming mail, and company request on a timely basis.

Qualifications:

- Preferred with active Property & Casualty license.
- Preferred with 2 years of P&C commercial line or personal line insurance experience.
- Experience of using management system is preferred.
- Must have a positive attitude and excellent interpersonal skills, reliable.
- Problem solving abilities, including critical thinking and adaptability.
- Good listening skills and the ability to determine clients' needs efficiently.

Salary & Benefits:

- Negotiable salary depending on experience. Health insurance in 90 days, 401(k) after 1 year.
- Paid personal leaves and sick leaves in 90 days, paid vacation after 1 year

* To apply, please forward your resume and cover letter to **rachel.chang@transpacificagency.com**

* A brief phone interview will be conducted after your document(s) are reviewed.