



Life Insurance Agent Support (“Sales Support”)

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

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

The employees in this department are trained to become knowledgeable in financial planning and supporting our affiliated life insurance agents in providing financial services for their clients. TransGlobal is the largest Asian General Agency in the US with 27 office locations. We focus on financial services such as life insurance, annuity, health insurance, real estate, mortgage, property & casualty insurance, financial advisory, and more. Our agency has over 5000 contracted agents in the US, and we represent over 40 insurance companies (Allianz, Columbus Life, National Life, and more). We are also an approved wholesaler for many financial institutions such as Wells Fargo, Bank of the West, Cathay Bank, CTBC and ICBC (US branches).

Responsibilities

- Generate premium quotes/illustration tables and analyze product strength to assist affiliated life agents in financial planning with their clients
- Educate affiliated life insurance agents on product knowledge and sales tactics
- Attend regular training sessions to maintain up-to-date product knowledge for all insurance carriers
- Support affiliated life agents with insurance sales and transactions (schedule medical exams, collect insured data, follow-up correspondence)
- Communicate and coordinate between processing department, contract/licensing department, and affiliated life agents
- Protect organization’s value by keeping information confidential

Job Requirement

- Bilingual in Vietnamese and English
- Licensed in Life, Health, and Accident Insurance
- 2+ years of experience in the insurance field (eg. life, health, or Property & Casualty)
- Flexible to be relocated
- Some local traveling is required
- Outgoing, professional, friendly, and positive learning attitude

Salary & Benefits

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

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