



### Associate Producer –Entry Level Sales Position

CBM Insurance is a New Castle, DE based insurance agency that focuses on all lines of coverage related to property and casualty insurance. Our client base consists of contractors, restaurants, condo and apartment complexes, main street business, personal insurance, and more.

We're looking for an energetic, dynamic, competitive individual who is passionate about sales and is ready to jump-start their career in the insurance industry. Our candidate will be a part of the USLI 50/50 Program – a rigorous two-year training-and-development program designed to shape candidates into elite salespeople who can drive new business opportunities.

#### Requirements:

- Strong work ethic, organization, and communication skills
- Ability to work in a fast paced environment
- Positive attitude and desire to be coached/trained

#### Position Details:

- Focus on selling niche insurance products, evaluated by closing ratio
- Minimum expectation of 50 outbound calls per day to build a database of expiration lists
- Weekly coaching sessions with both CBM Sales Management and USLI Sales Program Leaders