

## Personal Lines Sales Position

### Job Description

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Title:	Personal Lines Sales
Classification:	Full-Time
Target Work Week:	40+ hours
Hours of Operation:	8:30AM - 5PM
Reports to:	VP Property Casualty Division
Location:	Las Vegas, NV
Wages:	Salary + Bonus

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### **HELP US MAKE CAPSTONE A GREAT COMPANY!**

We are looking for a talented sales person to drive new client acquisition in our personal lines department selling Auto & Home Owners insurance. We are looking for someone who is highly motivated, professional and can generate leads and close sales through networking, obtaining referrals, developing lead sources and making marketing calls.

### **Qualifications**

At Capstone, your values, abilities, and track record of success are more important. That being said, an ideal candidate would have the following:

- Success-driven self-starter
- Energetic
- Articulate and project a presence of success
- Comfortable speaking in front of groups
- Proven ability to multitask and follow-through.
- Computer efficiency
- Proven sales skills
- Good organizational skills
- Ability to work independently as well as with a team

### **Benefits**

Capstone's goal is to maintain a diverse, motivated, and positive work environment full of great people. Take pride in working for a company that lives its *Purpose/Belief* and *Values*. As a full time position, benefits include:

- Medical Insurance
- Dental Insurance
- Company Paid \$25,000 Life Insurance
- Company Paid Short Term Disability Insurance
- 15 Days Paid Time Off
- 20 Days Paid Time Off after 5 years of Employment

### **Our Company**

Capstone is a values driven company separated into four divisions which include Risk Management, Commercial Insurance, Employee Benefits and Personal Insurance.

### **Capstone Values**

Professionalism, Empowerment, Teamwork, Accountability, Leadership

## Capstone Belief

To provide exciting and inspiring career opportunities for our team members in a learning environment that empowers them to grow professionally and personally, deliver on our commitment to exceed our clients' expectations and give back to the community.

## Accomplishments and Recognitions

- 2009 Best Places to Work in Insurance Nationally "Business Insurance Magazine"
- 2009 Best Places to Work "InBusiness Las Vegas"
- 2008 Inc Magazines "Inc5000" list debuting at #1146 out of America's 5000 fastest growing companies with a solid revenue increase of more than 325% over the last 3 years.
- 2009 Inc Magazines "Inc5000" list at #2298 out of America's 5000 fastest growing companies with a solid revenue increase of more than 134.6% over the last 3 years.
- Jade Anderson, CEO named "Nevada Small Businessperson of the Year for 2008 by the U.S. Small Business Administration."
- Jade Anderson CEO named as one of the top 40 business people under the age of 40 in Las Vegas by "InBusiness Las Vegas" in 2008.

**If you are the A-player looking for something special who can answer "yes" to all of the following questions, this is the opportunity for you.**

- Are you seeking *meaning* and *purpose* in your career?
- Do you hate office politics as much as we do?
- Are you seeking an atmosphere of open and direct communication?
- Do people smile when they talk to you?
- Are you professional and results driven, yet lighthearted and fun?
- Do you exceed people's expectations of you on a regular basis?
- Is it in your bones to seek continual improvement?
- Do you have passion?
- Do you want to make a difference?

If you answered "yes" to these questions, we want to meet you! Please email your resume to [contactus@capstone1.com](mailto:contactus@capstone1.com)

[www.capstonebrokerage.com](http://www.capstonebrokerage.com)