

Occupation Analysis - Insurance Sales Agents

Sell life, property, casualty, health, automotive, or other types of insurance. May refer clients to independent brokers, work as an independent broker, or be employed by an insurance company.

Common job titles: Insurance Sales Agent, Insurance Agent, Insurance Sales Representative, Licensed Insurance Sales Professional, Licensed Medicare Insurance Sales - Remote

Active Selections: Pocatello, ID (Metropolitan Statistical Area), Insurance Sales Agents

Overview

Job Metrics

Job Postings
Last 12 Months



Projected Growth
10 Years



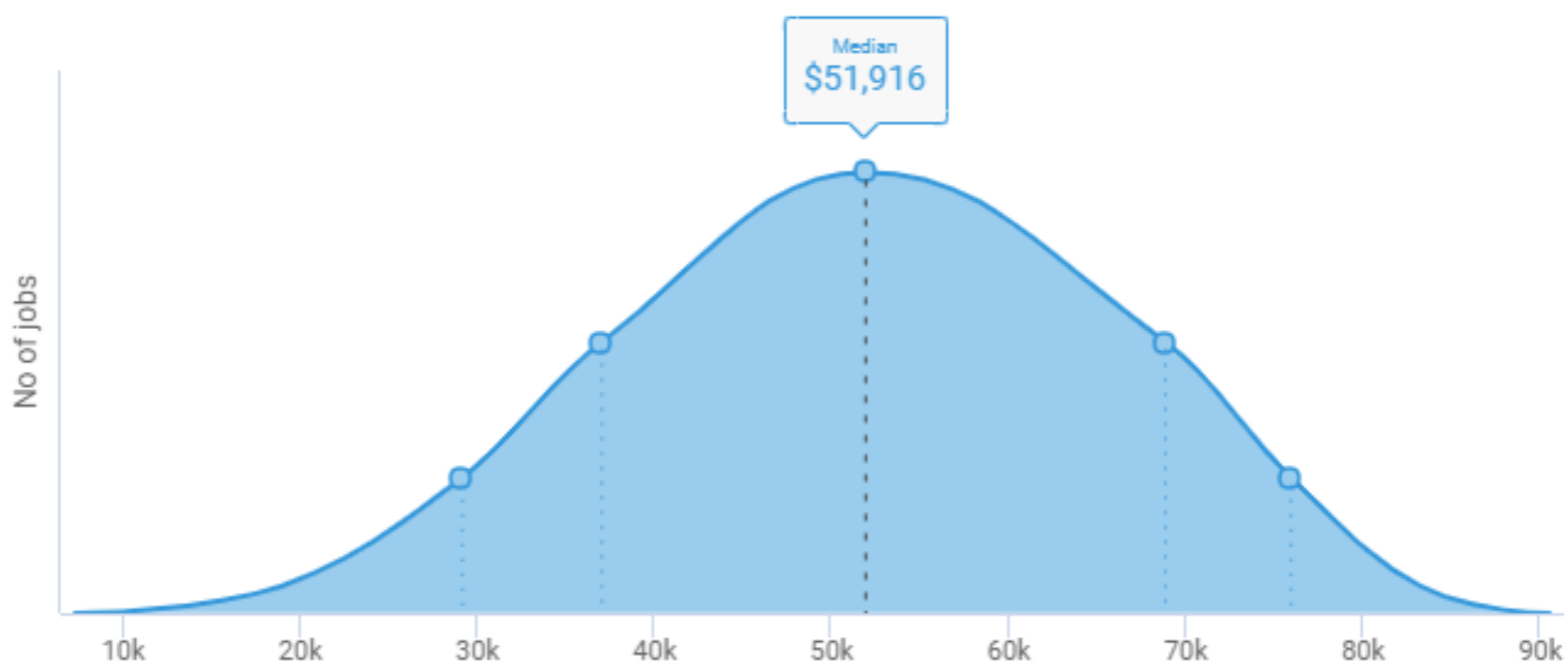
Time To Fill



Location Quotient

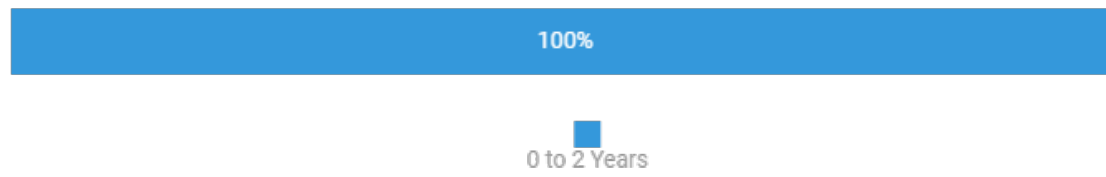


Salary Overall

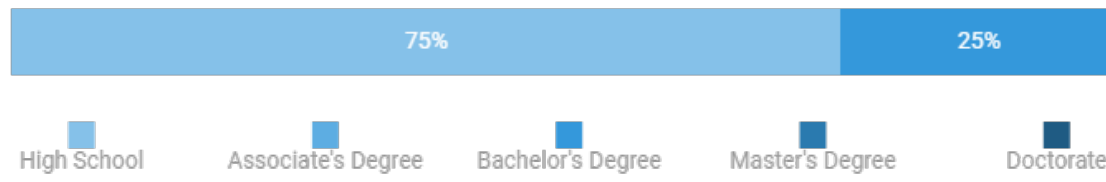


Job Qualifications

Years of Experience



Education Level



Certification

Occasionally

Sometimes

Often

Frequency Requested

Life Insurance License



Top Skills

Specialized Skills

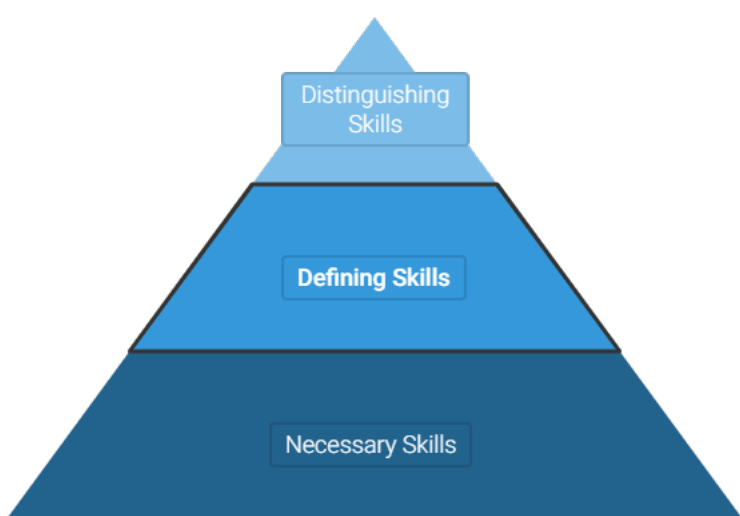
Insurance Sales
Life Insurance Sales
Sales
Sales Principles
Health Insurance Portability and Accountability Act (HIPAA)
Appointment Setting
Hipaa Compliance

Baseline Skills

Communication Skills
Building Effective Relationships
Writing
Positive Disposition
Typing
Teamwork / Collaboration
Editing

Skills Explorer

Occupational Skills for Insurance Sales Agents



An occupation's Defining skills represent the day-to-day tasks and responsibilities of the job. An employee needs these skills to qualify for and perform successfully in this occupation.

Skill	Skill Type	Occupational Skills Category	Salary Premium	Job Postings Requesting Last 12 months	Projected Growth 2 Years	Location Quotient
Insurance Sales	Specialized	Defining		97	+2.2%	2.9
Life Insurance Sales	Specialized	Defining		63	+13.1%	5.2
Sales	Specialized	Defining		44	+0.3%	1.6
Sales Principles	Specialized	Necessary		41	0%	5.1
Health Insurance Portability and Accountability Act (HIPAA)	Specialized	Necessary		40	0%	7.4
Appointment Setting	Specialized	Defining		38	-14.5%	3
Hipaa Compliance	Specialized	NA		31	0%	12.1
Phone Sales	Specialized	NA		27	0%	10.7
Technical Support	Specialized	NA		22	0%	10
Inside Sales	Specialized	Defining		20	+3.3%	4.5
Annuities	Specialized	Defining		14	-12.7%	4.3
Communication Skills	Baseline	NA		9	+6.4%	0.7
Sales System	Specialized	Distinguishing		9	+30.4%	4.5
Health Insurance Sales	Specialized	Distinguishing		8	-25.3%	1.7
Product Sales	Specialized	Necessary		7	+10.1%	1.9
Building Effective Relationships	Baseline	NA		5	-0.8%	1.1
Writing	Baseline	NA		4	-9.4%	1.8
Positive Disposition	Baseline	NA		4	+10.1%	2.4
Typing	Baseline	NA		4	-5.2%	3.2
Customer Service	Specialized	Necessary		4	+10%	0.7
Scheduling	Specialized	NA		4	+1.8%	2.7

							
Purchasing	Specialized	NA		4	0%		7.5 
Telesales	Specialized	NA		4	0%		4.2 
Teamwork / Collaboration	Baseline	NA		3	+13.2%		1 
Editing	Baseline	NA		3	0%		17.7 
Outside Sales	Specialized	Distinguishing		3	+5.9%		0.9 
Self-Starter	Baseline	NA		2	-1.9%		0.4 
Computer Literacy	Baseline	NA		2	-18.1%		0.6 
Listening	Baseline	NA		2	-5.2%		0.7 
English	Baseline	NA		2	+1.6%		0.8 
Time Management	Baseline	NA		2	-0.1%		1.1 
Microsoft Windows	Software and Programming	NA		2	0%		11.1 
Sales Goals	Specialized	Necessary		2	+6.3%		0.4 
Organizational Skills	Baseline	NA		1	+5.4%		0.2 
Multi-Tasking	Baseline	NA		1	+1.7%		0.2 
Verbal / Oral Communication	Baseline	NA		1	-3.6%		0.4 
Research	Baseline	NA		1	-9.1%		0.8 
Mentoring	Baseline	NA		1	+18%		0.9 
Leadership	Baseline	NA		1	-52.5%		1 
Creativity	Baseline	NA		1	-15.4%		1.4 
Meeting Deadlines	Baseline	NA		1	0%		1.4 
Team Building	Baseline	NA		1	0%		1.7 
Physical Abilities	Baseline	NA		1	+10.6%		1.9 
Oral Communication	Baseline	NA		1	0%		6.2 
Prospective Clients	Specialized	Necessary		1	+1.3%		0.2 

Customer Contact	Specialized	NA		1	+13.3%	0.4
Customer Billing	Specialized	NA		1	-20%	0.5
Commercial Insurance Sales	Specialized	Distinguishing		1	-34%	0.7
Insurance Knowledge	Specialized	NA		1	0%	1.4
Empower	Specialized	NA		1	0%	1.6

[Learn more](#) about Occupational Skill Categories

Top Requested Skills for Insurance Sales Agents

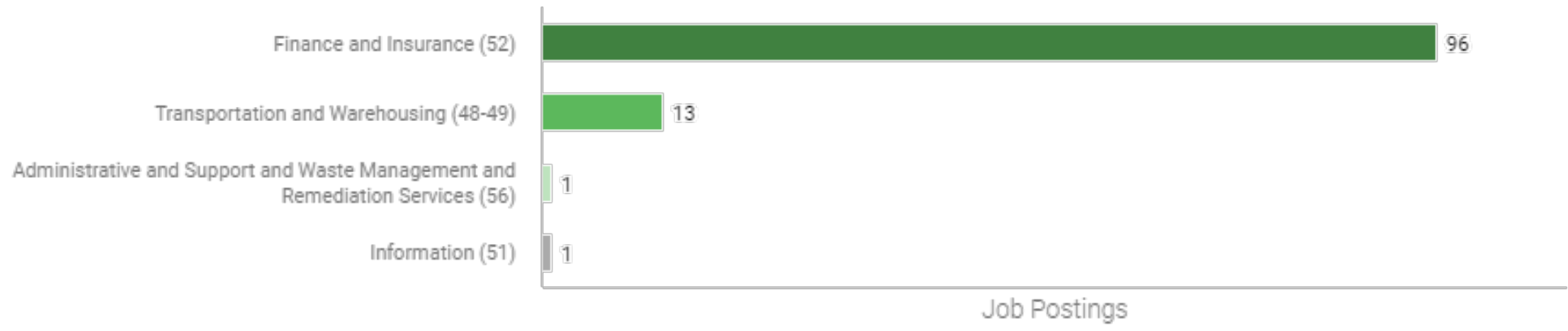
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Employers & Industries

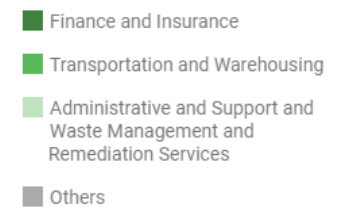
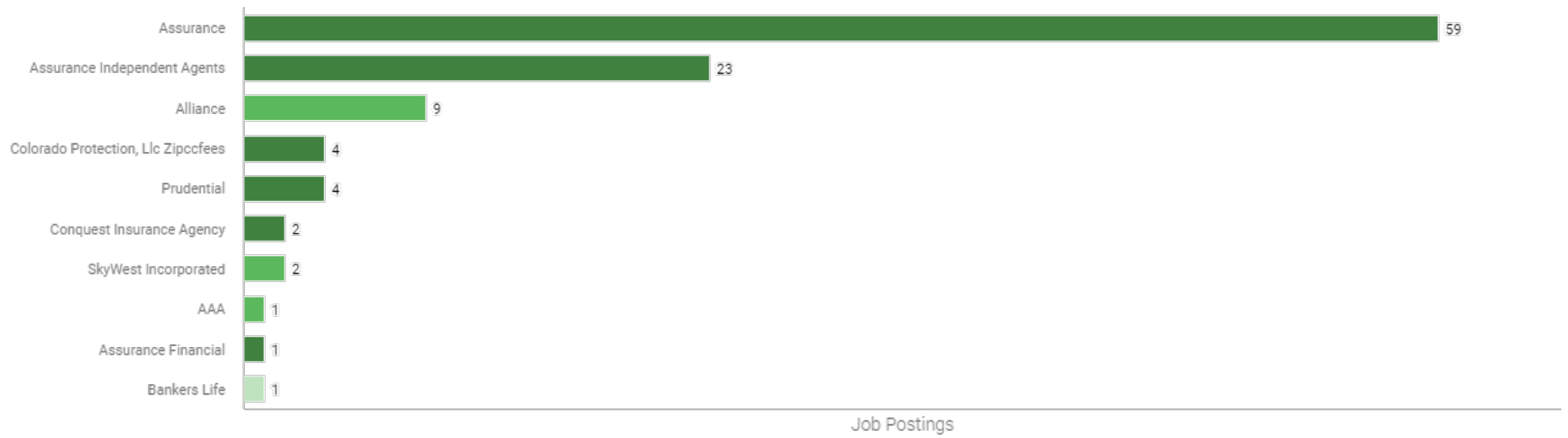
Top Industries

2digit

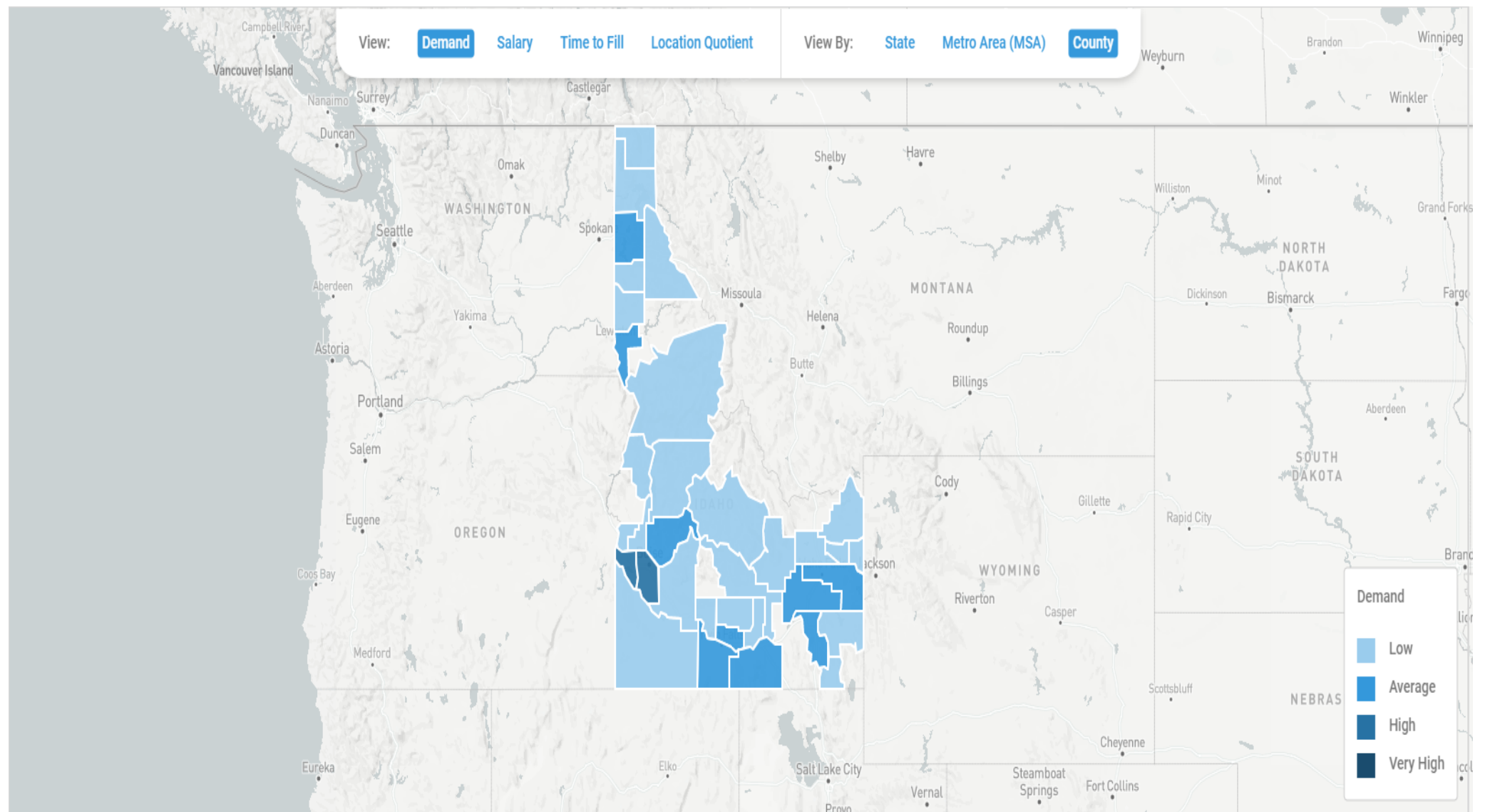


Top Employers

















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Top Locations



State	Job Postings Last 12 months	Median Salary	Time to Fill Days	Location Quotient
Ada, ID	998	\$47k	48	2.9 ⬆️
Canyon, ID	249	\$50k	48	2.6 ⬆️
Kootenai, ID	218	\$48k	48	2.4 ⬆️
Twin Falls, ID	198	\$47k	48	3.4 ⬆️
Bonneville, ID	128	\$51k	48	1.7 ⬆️
Bannock, ID	118	\$52k	48	2.3 ⬆️
Nez Perce, ID	31	\$57k	48	0.9 ⬆️
Cassia, ID	25	\$67k	48	1.5 ⬆️
Bingham, ID	23	\$68k	48	1.0 ⬆️
Jerome, ID	22	\$49k	48	1.4 ⬆️
Boise, ID	20	\$42k	48	8.2 ⬆️
Elmore, ID	19	\$46k	48	1.8 ⬆️
Bonner, ID	18	\$41k	48	0.9 ⬆️
Madison, ID	18	\$49k	48	0.8 ⬆️
Blaine, ID	16	\$44k	48	0.8 ⬆️
Latah, ID	12	\$45k	48	0.6 ⬆️
Payette, ID	9	\$33k	48	0.9 ⬆️
Owyhee, ID	8	\$41k	48	1.6 ⬆️
Gem, ID	7	\$35k	48	1.3 ⬆️

Shoshone, ID	5	\$72k	48	0.7 
Teton, ID	3	\$61k	48	0.6 
Adams, ID	2	\$72k	48	1.2 
Boundary, ID	2	\$72k	48	0.4 
Franklin, ID	2	\$52k	48	0.4 
Gooding, ID	2	\$72k	48	0.2 
Idaho, ID	2	\$72k	48	0.3 
Benewah, ID	1	\$72k	48	0.2 
Butte, ID	1	\$69k	48	0.1 
Caribou, ID	1	\$72k	48	0.2 
Custer, ID	1	\$72k	48	0.4 
Fremont, ID	1	\$77k	48	0.2 
Jefferson, ID	1	\$69k	48	0.1 
Lincoln, ID	1	\$76k	48	0.4 
Minidoka, ID	1	\$83k	48	0.1 
Valley, ID	1	\$72k	48	0.2 

Related Jobs

Insurance Sales Agents at a Glance

Salary



Job Postings Last 12 Months



Projected Growth 10 Years



Time To Fill

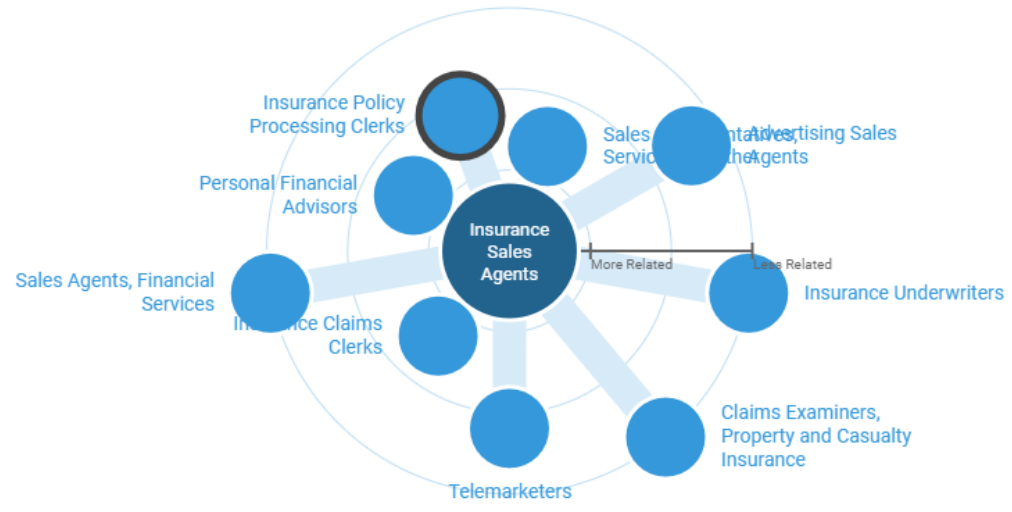


Location Quotient



Source: Projections Central state projections

Related Jobs



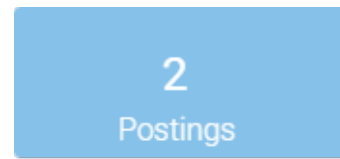
Skill Gap from Insurance Sales Agents to Insurance Policy Processing Clerks

Postings

(Last 12 Months)

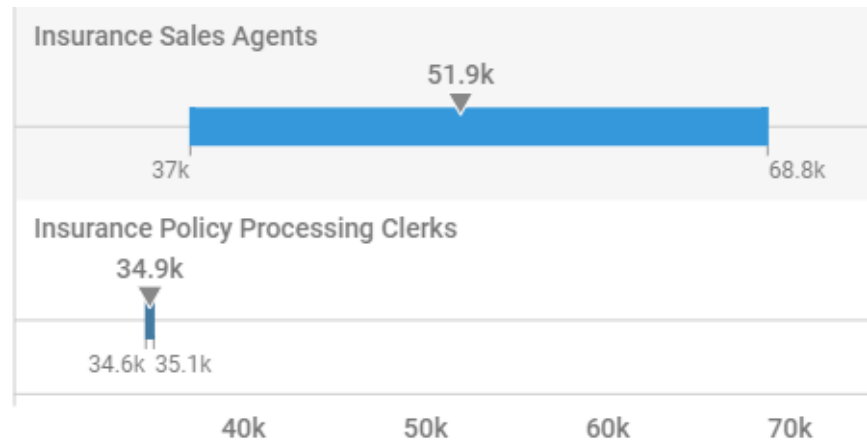


Insurance Sales Agents

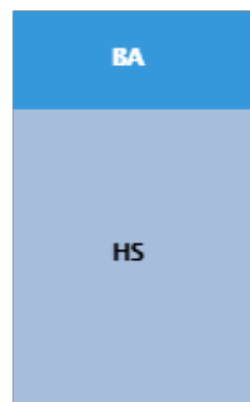


Insurance Policy Processing Clerks

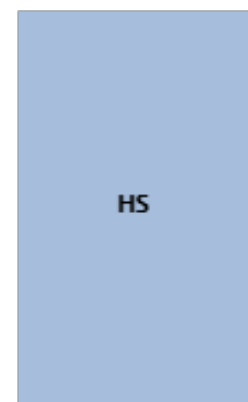
Salary



Education



Insurance Sales Agents



Insurance Policy Processing Clerks

Experience



Insurance Sales Agents



Insurance Policy Processing Clerks

Skills to make the transition

	Specialized Skills	Importance
1	Claims Knowledge	● ● ● ●
2	Claims Adjustments	● ● ●
3	Claims Processing	● ● ●
4	Customer Billing	● ● ●
5	Insurance Underwriting	● ●
6	Data Entry	● ●
7	Medical Coding	● ●
8	Managed Care	●
9	Risk Management	●

	Baseline Skills	Importance
1	Detail-Oriented	● ● ●
2	Microsoft Excel	● ● ●
3	Research	● ●
4	Communication Skills	● ●
5	Microsoft Office	● ●
6	Organizational Skills	● ●
7	Computer Literacy	● ●
8	Typing	●
9	Problem Solving	●
10	Analytical Skills	●