



James Ferguson - 53

“I've been working in insurance for a number of years now and while some might think this is a job that is all about numbers, it also requires good communication skills. I often have to walk my clients through options that can feel quite complex. Helping to protect my clients and their families is a good feeling.”

Occupation:

Insurance
Sales Agent

Salary:

\$82,234

Education:

High School Diploma
or Equivalent

Job Description:

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.*



Job Description:

SOC Code: 41-3021

Top Job Skills:

- Customer service
- Risk management
- Developing new business
- Performing legal research
- Recommending products

General Work Activities:

- Mental Processes
 - Examine documents to verify adherence to requirements
 - Review accuracy of sales or other transactions
 - Develop marketing plans or strategies
 - Calculate costs of goods or services
- Interacting With Others
 - Customize financial products or services to meet customer needs
 - Sell products or services
 - Process sales or other transactions
 - Explain financial information to customers
 - Develop professional relationships or networks
 - Manage information technology projects or system activities
- Work Output
 - Maintain records of sales or other business transactions
 - Prepare sales or other contracts

Source: SC Works Online Services (SCWOS)

LEARN MORE WITH SCWOS:

SC Works Online Services (SCWOS) is the state's largest job database and provides all of South Carolina's job postings from all major sites, including Monster and Career Builder, in one resource. SCWOS has thousands of positions listed by employers all over the state. To access SCWOS, visit jobs.scworks.org.

Find in-depth breakdowns of occupational statistics such as necessary job certifications, job skills and abilities, current job openings, overview of general work activities, and more by visiting [O*NET.org](https://www.o*net.org).

JOB STATISTICS*



Typical Wage Range

\$37,250 - \$71,790



Projected Growth

888/yr Job Openings



Employed In-State

8,110



Required Education

High School Diploma
or Equivalent



Work Experience

Typically
Requires None



On-the-Job Training

Moderate-term
On-the-Job Training

*Source: Occupational Employment and Wage Statistics (OEWS) and the U.S. Bureau of Labor Statistics.

EXAMPLES OF WORKFORCE AREAS WITH JOB OPENINGS:

Source: SC Works Online Services. Ask an SC Works representative for more information about postings in your area.

- Trident
- Greenville
- Midlands
- Catawba
- Waccamaw
- Lower Savannah

EXAMPLES OF EMPLOYERS WITH JOB OPENINGS:

Source: SC Works Online Services. Ask an SC Works representative for more information about postings in your area.

- Acceptance Insurance Company
- Kemper Corporation
- AAA Club Alliance, Inc.
- Horace Mann Educators Corporation
- ExlService Holdings, Inc.

RELATED OCCUPATIONS*:

- Insurance Claims and Policy Processing Clerks
- Personal Financial Advisors
- Credit Counselors
- Insurance Underwriters
- Loan Officers
- Securities, Commodities, and Financial Services Sales Agents

NOTE: All data based on state averages. Information may vary depending on region, experience, and specific employment situation. Last Updated: 2024.