

# Faculty: INSURANCE



**Acronym:** INSUR

**Option :** INSURANCE

**Level:** BTS

**prerequisite :** Scientific series or equivalent level

## **Outlets:**

- Subscriber
- Advisor
- Compensation officer
- Individual / group life insurance manager
- Production and / or regulation writer
- Collaborator of general agent or insurance courier
- Insurance technician

## **Description**

---

This option leads to the training of professionals called upon to carry out activities of a commercial, technical and management nature in the field of underwriting or settling claims in insurance or social protection companies by integrating customer relations.

### **specific skills :**

- Identify the economic and legal environment of the insurance sector;
- Use techniques specific to the different branches of insurance;
- Advise the client and propose insurance contracts
- Manage relationships with clients;
- Communicate in a professional, legal, fiscal and financial environment;
- Contribute to customer loyalty and portfolio development.

### **Quality and skills :**

- Have sales and negotiation skills
- Master the legal framework of the activity
- Master oral and written communication
- Understanding the professional environment
- Able to lead a team.

