

STATE FARM INSURANCE AGENCY SEEKS SALES MARKETING REPRESENTATIVE

TO JOIN THEIR TEAM!

We need help continuing the growth of our agency.

This position will market & sell new products & services to existing policyholders, along with developing new customers.

State Farm agents are entrepreneurs that sell only State Farm Insurance and financial service products. This position is with State Farm independent contractor agent, not with State Farm Insurance Companies. Employee of State Farm agents must be able to successfully complete any applicable licensing requirements and training programs.

Job Description:

- Bi-Lingual - Spanish Preferred
- Previous Success in Sales, Customer Service or Marketing
- Insurance Licensed, or ability to obtain a license fast
- Life & Health licensed is preferred

Job Responsibilities Include:

- Building relationships with clients, prospecting for new clients, probing to discover needs (asking questions and listening), closing sales for all lines (auto, fire, life, bank and asking for referrals) .
- Calling prospects/clients to offer products or schedule appointments
- Having appointments with prospects/clients
- Attending training sessions
- Developing marketing opportunities to increase sales on specific products, and probe to uncover needs and determine ways to fill them
- Conducting insurance and financial service reviews for clients
- Making outgoing calls to clients to set appointments for reviews
- Developing relationships with internal staff members to generate leads
- Creating and implementing a referral generating program
- Networking to build relationships with new clients

Job Requirements:

- High integrity, strong work ethic, loves to learn, passionate about achieving great results, as well as doing what is right for clients, intelligent, energetic, and gets along well with others
- Must have a positive attitude!
- Strong communication and customer service skills

For consideration of this position, forward us your resume/qualifications/requirements today to fernando@fernandoarguello.com