

Sales Training Program

PERSONAL MARKETS

Liberty Mutual's Personal Markets is the second fastest growing personal lines writer in the industry. Personal Markets provides full lines of coverage for private passenger automobile, homeowners, valuable possessions and personal liability through its own sales force in more than 350 offices throughout the U.S., two direct response centers, appointed Prudential agents and the internet. It also offers a wide range of traditional and variable life insurance and annuity products. Liberty Mutual's affinity program is the industry's most-sponsored voluntary auto and home insurance benefits program, with over 13,000 affinity sponsors.

PROGRAM OVERVIEW

As a Liberty Mutual Personal Markets Sales Representative you will participate in a **6-month training program!** During training you will be sponsored for licensing exams, participate in 1-on-1 job shadows, participate in group training classes and work to build a personal marketing plan. As a Sales Representative you will build and develop client relationships within local communities to promote our Auto, Home and Life Insurance products. You will receive continuous in-depth training and guidance from experienced Sales professionals. Liberty Mutual's relationships with over 13,000 Affinity Groups can be leveraged to target customers. Your overall compensation includes a combination of guaranteed base salary, earned commission, and participation in incentive programs and contests.

Responsibilities:

- Sell auto, home & life insurance products to individuals & Affinity groups within assigned territory using consultative selling techniques
- Identify prospective customers using established lead methods
- Counsel and advise prospects and policyholders on matters of protection and coverage
- Develop and maintain business relationships with policyholders and within the community
- Make group presentations to decision-makers in Affinity organizations
- Achieve sales goals including quotes, new sales and renewals that meet company guidelines
- Attain and maintain current state insurance license in property, casualty and life

Qualifications:

- Bachelor's degree, with a competitive academic standing
- Experience in sales or client service environment preferred
- Results oriented with demonstrated organizational and time management skills
- Strong interpersonal skills to build rapport with prospective and existing customers
- Ability to work semi-autonomously in a fast paced environment
- Analytical skills to understand complex coverage details and underwriting guidelines