

Advance your career at Liberty Mutual - A Fortune 100 Company!

In this role, you will answer incoming calls and internal warm transfers to sell Personal auto, home, and specialty insurance.

Responsibilities:

Uses knowledge and selling techniques to build value in the product tailored to the customer, overcome objections & solve prospect or policyholder problems to convert leads into sales.

- Advises prospects and policyholders on coverage, coverage limits and regulations.
- Develops quotes and submits applications based on acquired risk information and customer requirements. Cross sells for additional lines of insurance.
- Quotes and sells all Property & Casualty lines of insurance; including complex lines other agents are unable to support.
- Point-of-reference for technical/procedural information for Sales and Service personnel. Acts as a liaison between company departments to resolve customer inquiries and complaints.

Responsible for satisfying ongoing continuing education (C.E.) requirements to maintain necessary P&C license.

Ideally, your qualifications should include:

- At least 1 year of experience in sales and customer service
- An engaging, outgoing personality and passion for helping customers
- Ability to communicate well to both prospects and customers
- Excellent analytical, decision-making and organizational skills

Strong typing capabilities and PC proficiency

Job

Sales

Primary Location

US-NC-Charlotte

Other Locations

US-Minnesota, US-Oklahoma, US-Alabama, US-Virginia, US-Georgia, US-North Carolina, US-Kansas

Organization Marketing-DRC

Schedule

Full-time

Salary (Pay Basis)

50,000.00 - 65,000.00

TARGET JOB GRADE* 09