



**FARMERS**  
**INSURANCE**

Job Title: Life and Financial Services Specialist

Location: Dresher, PA 19025

Job Summary:

Producers sell insurance products and handle inbound sales calls from referred Farmers customers and prospects, and when appropriate, initiate outbound calls to customers that requested a call back to discuss their insurance. Responsibilities also include managing prospect follow up activities, analyzing customers current coverage, and presenting Farmers recommended coverages. When necessary, assist the office by answering phones and assisting clients with service questions.

Experience in Financial products, particularly mutual funds and life insurance, is a plus; but most important is your ability to connect with customers in a way that generates positive sales. You will be paid monthly variable compensation including renewal commission with a base salary. This is an opportunity to demonstrate your sales prowess and grow your career in a friendly, fun work environment that is fast paced and expanding rapidly.

Basic Qualifications: 6+ months of sales or customer service experience with a drive to make money. Must have clean background and credit history. Series 6 and 63 and variable life license required.

Minimum Qualifications: Demonstrated ability to listen, elicit information efficiently, comprehend and resolve complex customer issues. Demonstrated excellent verbal and written communications skills. Basic knowledge of financial products and services. Strong PC skills including ability to troubleshoot common problems and navigate the internet/intranet.

1+ years professional sales experience in insurance, financial services, or related sales position in which success is rewarded with variable pay.

Knowledge of financial products and services

Current holder of appropriate home Variable Life/Health Insurance license, or able to obtain appropriate licenses within 30 days

Problem solving skills to research alternatives and resolve complex customer needs

Excellent organizational and time-management skills

Adept in using computer systems to find and use information quickly from multiple sources

Ability to work in a fast paced, fluid work environment

Ability to work independently

Preferred Skills: Bi-lingual language skills

Proven track record of sales success using professional selling skills

Experience in Property/Casualty or Life/Health Insurance sales and customer service

Desire to be the best; striving to achieve and constantly learn more

If interested, please email Jennifer Gregorski your cover letter and resume; [jgregorski@farmersagent.com](mailto:jgregorski@farmersagent.com)