

Start the New Year with A New and Exciting Opportunity!

Entry Level and/or Bilingual (English/Spanish)



Join the GEICO **Laguna Niguel, CA (South Orange County)** local office sales team and start building your tomorrow!

GEICO has an exciting opportunity for individuals seeking a **career in insurance**.

We're looking for hardworking, dedicated salespeople who are bilingual (English/Spanish) (**Preferred/Not Required**) to work our real time, internet generated in our GEICO Laguna Niguel, CA local office. Our office works year-round to grow and retain clients who entrust their home, auto and other insurance to us.

As a bilingual sales professional, you will be rewarded for helping GEICO Local agency owners engage all prospects in the market including the growing Spanish speaking market.

What you would do in this role:

- Learn the basics of insurance and how to sell insurance
- Quoting prices and financial options
- Make sales (licensed) of auto insurance and other personal lines of insurance products while providing extraordinary customer service
- Educate clients on auto, home and renter's insurance including comparisons
- Service existing accounts and ensure customers make buying decisions armed with the right amount of information
- Identify cross-selling opportunities during retention calls

A successful candidate brings:

- Competitive spirit and willingness to learn
- Up to 75% of your day may be on the phone, a high-energy personality, and a love of working with people is a must
- A knack for remembering data and details
- A talent for dealing with difficult customers
- Strong computer skills to learn and work within multiple quoting systems (must be able to type at least 40 wpm)
- Punctual with the ability to stay and work a quote to its completion
- Experience as a Bilingual Representative is a plus
- Bilingual (English/Spanish) (Preferred, but not required)
- Ability to speak, read and write English and Spanish fluently (Preferred/ not required)

What we provide:

- Long-term opportunity to grow with an established company
- Mentorship from an experienced agent with an interest in your success
- Professional office setting with supportive colleagues
- Employee position and Team atmosphere
- Hourly base pay structure for initial timeline; unlimited commissions thereafter
- Base pay + Commission/Bonuses/Incentives

Interested candidates should send resume directly to jbayani@geico.com or bayanijonathan@gmail.com