

# Full Job Description

## Position Overview

Growing Insurance Agency is seeking Sales Account Representatives to join Geico, the number 1 most shopped insurance company in the U.S. We seek energetic individuals interested in helping our business grow through competitive pricing and quality customer service. If you are a motivated self starter who thrives in a fast-paced environment, then this is your opportunity for a rewarding career helping people protect assets while earning an excellent income with growth potential. We offer retirement plan, generous benefit packages, base salary, commission and bonus with potential income up to 60K+

## Job Description

- Use a customer-focused, needs-based review process to educate customers about insurance options.
- Develop your own leads, generate reliable referral programs, schedule appointments, identify customer needs, and market appropriate products.
- Meet sales quota through contacts with potential customers and follow necessary guidelines and script provided by GEICO.
- Must be comfortable working as a team.
- Maintain a strong work ethic with a total commitment to success each and every day.

## Requirements

- Sales experience (outside sales or inside sales representative, retail sales associate, or telemarketing) preferred
- Successful track record of meeting sales goals/quotas preferred
- Interest in marketing products and services based on customer needs
- Excellent interpersonal skills
- Excellent communication skills - written, verbal and listening
- People-oriented
- Organizational skills
- Self-motivated
- Dedicated to customer service
- Pride in getting work done accurately and timely
- Property and Casualty license (must be able to obtain)
- Life and Health license (must be able to obtain)

If you are motivated to succeed and can see yourself in this role, please email:  
[ChrNguyen@geico.com](mailto:ChrNguyen@geico.com)

This position is with a GEICO independent contractor agent, not with GEICO Insurance Companies. Employees of GEICO agents must be able to successfully complete any applicable licensing

requirements and training programs. GEICO agents are independent contractors who hire their own employees. GEICO agents' employees are not employees of GEICO.