

State Farm Job Descriptions

Title: Account Representative

Location: Across the United States

Job Description: Looking to hire an outgoing and customer-focused individual who enjoys working with the public. Do you aspire to some day run your own business, be an advisor looked to in your community, and lead a team? As part of my successful team, I will assist in developing your business leadership skills, industry and State Farm business acumen, as well as sales and marketing experience. This development and mentoring can lead you in the right direction to better prepare you for a potential career as a State Farm agent. As part of this opportunity, you will learn from an experienced agent, see what it's like to run a business and help grow an agency.

Responsibilities:

- Develop leads, schedule appointments, identify customer needs, and market appropriate products and services.
- Establish customer relationships and follow up with customers, as needed.
- Work with the agent to establish and meet marketing goals.
- Maintain a strong work ethic with a total commitment to success each and every day.
- Adaption of skills necessary to operate a business

As an Agent Team Member, you will receive:

- Salary plus commission/bonus

Requirements:

- People-oriented
- Self-motivated
- Able to learn computer functions
- Experience in a variety of computer applications, particularly Windows
- Pride in getting work done accurately and timely
- Ability to work in a team environment
- Ability to make presentations to potential customers
- Achieve mutually agreed upon marketing goals
- Property & Casualty license (must be able to obtain)
- Life & Health license (must be able to obtain)
- Position may require irregular working hours