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JOB ID 79894



About Liberty Mutual Insurance

Liberty Mutual Insurance helps people preserve and protect what they earn, build, own and cherish. Keeping this promise means we are there when our policyholders throughout the world need us most.

In business since 1912, and headquartered in Boston, Mass., today Liberty Mutual is a diversified insurer with operations in 30 countries and economies around the world. The company is the fifth largest property and casualty insurer in the U.S. based on 2015 direct written premium data as reported by the National Association of Insurance Commissioners. Liberty Mutual is ranked 73rd on the Fortune 100 list of largest corporations in the U.S. based on 2015 revenue. As of December 31, 2015, the company had \$121.7 billion in consolidated assets, \$102.5 billion in consolidated liabilities, and \$37.6 billion in annual consolidated revenue.

Liberty employs more than 50,000 people in over 800 offices throughout the world, and we offer a wide range of insurance products and services, including personal automobile, homeowners, accident & health, commercial automobile, general liability, property, surety, workers compensation, group disability, group life, specialty lines, reinsurance, individual life and annuity products.

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

As a US Consumer Markets Sales Intern, you will develop the skills necessary for a successful sales career at Liberty Mutual by working closely with our Branch Managers and Sales Representatives. Throughout this internship, you will build prospecting and product knowledge, as well as build and develop client relationships within local communities to promote our Auto, Home and Life Insurance products.

Responsibilities:

- Develop complete knowledge of insurance products, systems, business operations, and sales strategy.
- Assist Sales Representatives in daily and weekly activities which include creation of prospecting plans, developing Affinity client relationships, and retaining existing accounts.
- In partnership with Branch Manager and Sales Representatives, create marketing and prospecting techniques to meet established targets for new business policies and premium.
- Spend time in the field observing and assisting with sales events and contacting leads generated by events.
- Utilize customer relationship management (CRM) system to support Sales Representatives with marketing campaigns and communications.
- Implement social media strategy and presence for Sales Representatives.

Qualifications:

- Undergraduate students working towards a Bachelor's degree in their junior or senior year of study. Sales focused majors preferred.
 - Competitive cumulative GPA. Additional requirements might apply.
 - Results oriented with demonstrated organizational and time management skills.
 - Strong interpersonal skills to build rapport with prospective and existing customers.
 - Possess excellent analytical, written, and verbal communication skills.
- Experience in sales or client service environment preferred

Overview

At Liberty Mutual Insurance, doing the right thing is essential. That's why we offer a diverse range of internships and career opportunities that complement your academics, and provide experience through immediate responsibility and stimulating work.

You've made a significant investment in your education, and we want to do the same for your career. As a Fortune 100 company, we have the training and resources for you to expand your skills and creativity to drive our business forward. A diversified global insurer, LMI employs over 50,000 people in more than 900 offices worldwide.

Responsibility. What's your policy?