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Katie School Alumni Opportunity

Company Name	Pekin Insurance
Contact Person	Anna R O'Connell
Title of Contact	Talent Acquisition
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Phone	(309) 478-2201
Address	2505 Court Street Pekin, IL 61558
Company Website	https://www.pekininsurance.com/
Indicate what opportunity is available	Full-time
Title of Available Position	Sales Associate
Opportunity Location	Pekin, IL

Description of Career Opportunity

We sell through independent agencies and, therefore, have a sales staff of about 20 individuals who recruit, train and motivate these agencies to sell for us instead of the other companies they represent. The Sales Associate position is a "trainee" position that allows us to spend about 2 years working with Sales Associates to get them prepared to be a Sales Manager. Upon promotion to Sales Manager the employee would be required to transfer to one of our 20 sales territories throughout Arizona, Illinois, Indiana, Iowa, Ohio, Utah or Wisconsin.

What You'll Do

Travels with top performing Field Managers in order to job shadow and learn real life experiences for this role
Trains in the Commercial Lines Underwriting, Personal Lines Underwriting, Life Underwriting, P&C Claim, Marketing, Sales, and Employee Benefits departments, learning about their products and processes with our independent agency network
Attends quarterly field meetings at the Pekin Home Office, annual award banquets, and agents meetings
Assists in conducting periodic sales and educational meetings to the agency force
Performs other duties as assigned
Once the training period is completed successfully, the candidate will relocate to an open Territory.

What You'll Need

Bachelors degree in Business or related field
Typically requires 3+ years of insurance experience with an emphasis in Commercial Lines and/or Life Insurance
Certifications & Licenses

P&C Life & Health Insurance licenses preferred
Valid Driver's License required
Knowledge, Skills & Abilities

Basic skill in:

Listening and communicating with the ability to speak in public
Basic ability to:

Recognize, analyze, and solve a variety of problems
Analyze, organize, and prioritize work while meeting multiple deadlines
Basic knowledge of:

Microsoft Office software

Preferred Skills

P&C Life & Health Insurance licenses preferred

**Please Specify How You Would Like
Alumni to Apply**

<https://www.pekininsurance.com/careers>

Email: Anna O'Connell
aroconnell@pekininsurance.com
