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Katie School Student Opportunity

Company Name	Philadelphia Insurance Companies
Contact Person	Toni C. Dore
Title of Contact	Executive Assistant to North Central Region Vice President
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Phone	(630) 300-7001
Address	263 Shuman Blvd Suite 200 Naperville, IL 60563
Company Website	https://www.phly.com/Home/Index.aspx
Indicate what opportunity is available	Full-time
Title of Available Position	Marketing/Sales Associate - Naperville, IL
Opportunity Location	Naperville, IL
Opportunity Start Date:	Early Summer 2022

Description of Opportunity

Marketing Statement

Philadelphia Insurance Companies, a member of the Tokio Marine Group, designs, markets and underwrites commercial property/casualty and professional liability insurance products for select industries. We have been in operation since 1962 and are nationally recognized as a member of Ward's Top 50 and rated A++ by A.M.Best.

Duties

We are looking for a Marketing (Sales) Associate to join our team in Naperville, IL! The identified candidate would begin the assignment in Summer 2022 and join the Marketing Associates Training Program.

Summary -

Working under direct supervision, provides support to solicit business through agents, wholesalers, brokers and direct client contact and qualify telemarketing leads. Assists in the development and implementation of growth plans with independent agents to produce positive profitable premium growth.

A typical day will include the following:

Provides support to the regions in hitting their goal according to their strategic emphasis through handling ex-date calls and participating on weekly regional calls.

Learns to solicit new business and promote PHLY products via in-house software system with preloaded leads for Region.

Learns how to develop a fixed number of planned and qualified contacts per week and documents them in the system. Gathers and develops referrals from each qualified contact and documents them in Path.

Works within assigned region to develop underserved and/or new agents and learns how to develop new Preferred Agency and firemarked agency relationships.

Assists in submitting qualified submissions for processing to Underwriter in complete form with a request for quotation by following the Code of Business Conduct.

Assists the Regional Marketing Representatives with developing referrals for their firemarked and preferred agents.

Answers the marketing 800 line phone calls and instant messages.

Participates in external and internal training classes and workshops to achieve and maintain expertise on PHLY products.

Assists in explaining features and merits of policies offered; provides recommended amount and type of coverage based on analysis of prospect's circumstances.

EEO Statement

Tokio Marine Group of Companies (including, but not limited to the Philadelphia Insurance Companies, Tokio Marine America, Inc., TMNA Services, LLC, TM Claims Service, Inc. and First Insurance Company of Hawaii, Ltd.) is an Equal Opportunity Employer. In order to remain competitive we must attract, develop, motivate, and retain the most qualified employees regardless of age, color, race, religion, gender, disability, national or ethnic origin, family circumstances, life experiences, marital status, military status, sexual orientation and/or any other status protected by law.

Benefits

We offer a comprehensive benefit package, which includes tuition reimbursement and a generous 401K match. Our rich history of outstanding results and growth allow us to focus our business plan on continued growth, new products, people development and internal career opportunities. If you enjoy working in a fast paced work environment with growth potential please apply online.

Additional information on Volunteer Benefits, Paid Vacation, Medical Benefits, Educational Incentives, Family Friendly Benefits and Investment Incentives can be found at <https://www.phly.com/Careers/default.aspx>

Preferred Skills**Qualifications**

Successful candidates will have:

Bachelor's Degree

Ability to establish and build healthy working relationships and partnerships with clients, vendors, and peers

Basic knowledge of insurance products, market segments and marketplaces

Positive attitude and entrepreneurial spirit

Strong written and verbal communication skills

Ability to work in a fast paced sales environment

Ability to use various resources and product knowledge to achieve sales goals

Ability to obtain P&C license prior to starting

Please Specify How You Would Like Students to Apply

Please apply online at Phly.com. Use the link below to get directly to this opportunity:

<https://phly-jobs.ttcportals.com/jobs/8444787-marketing-slash-sales-associate-naperville-il>
