

Form Name: Katie School Student Opportunity
Submission Time: February 2, 2022 9:30 pm
Browser: Chrome 97.0.4692.99 / Windows
IP Address: 71.90.88.24
Unique ID: 926163275
Location: 43.1899, -89.2185

Katie School Student Opportunity

Company Name U.S. LawShield

Contact Person Jennifer Comer

Title of Contact Operations Manager

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Address 1020 Bay Area Blvd
Suite 220
Houston, TX 77058

Company Website www.uslawshield.com

Indicate what opportunity is available Part-time

Title of Available Position Part Time Field Sales Representative

Opportunity Location Chicago, Peoria, Champaign, Springfield

Salary/Wage Range Starting wage 30,000

Opportunity Start Date: 02/02/22

Description of Opportunity

We are looking for a hard-working Field Sales Representative (Part-Time) who is not afraid to learn new things and challenge themselves. So, if you are a passionate self-starter and eager to make an impact in this ever-growing space, we encourage you to apply today!

The Field Sales Representative will drive membership enrollments through various sales activities which involve conducting presentations to sell our products to consumers and facility partners. This position requires professionalism and an expert level of understanding of all our products and offerings. Some states have licensing requirements that must be met and maintained during employment. There is a bonus incentive for individuals who obtain their Property & Casualty license in those states that licensing is required. This position will work a maximum of 24 hours per week on average.

Why Work at U.S. Law Shield:

Compensation: Starting at \$20 per hour with bonus potential of 8% or personal revenue generated

Company Paid P&C License training through Kaplan learning
24 hours per week maximum

1K bonus for completion and passing of state P&C license exam

90-day performance bonus of \$2,000

54 Cents per mile mileage reimbursement

Work 1 evening during the week and Saturdays and Sundays

Here is what you will be doing:

Responsibly and professionally represent U.S. LawShield

You will be responsible for driving to Hudson and Eau Claire Wisconsin on a regular basis

Conduct sales calls with potential members and facility partners all over the country

Drive membership sales through assigned activities

Communicate with members and prospects to identify and understand their product or service needs; identify and suggest products and services to meet those needs

Must maintain expert knowledge of U.S. LawShield products and services

Provide exceptional customer service to internal and external stakeholders

Understand the market and needs of a diverse client base

Understand our competition and their products and services

Execute the member enrollment process and required paperwork within time frame

Maintain and track supplies necessary to complete job functions

Timely reporting of expenses, results, and field data

Meet or exceed sales, revenue, and customer experience KPIs

Must acquire and maintain all necessary licensing for respective state where conducting sales activity

Participate in all company training and continue to improve skills

Perform other related duties as assigned

Preferred Skills

Here is what you will need:

Ability to work efficiently remotely
Ability to work evenings and weekends
1-3 years of sales experience required
The ability to obtain IL State Resident Provider's License
Align with the values of U.S. LawShield
Exceptional written and verbal communication abilities
Strong persuasion and negotiation skills
Strong organizational skills and attention to detail
Proven ability to work effectively with a diverse client base
Complete understanding of U.S. LawShield products and services
Proficient in Microsoft Office Suite and related software

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

Send resume to jcomer@uslawshield.com
