



Allstate[®]
You're in good hands.

Account Associate

Location: Dover
Terms: Perm/Fulltime
Salary: Base pay plus Commission

Are you looking to start a sales career or break into the insurance industry? We want highly motivated and determined job seekers to **APPLY TODAY**. No matter your sales experience, we'll invest in your success. We understand that it takes time to build a business, to develop the proper skills and understanding, and to excel in this field. We provide our new Sales Representatives with ongoing training and support on their path to success so they can best serve our customers!

Responsibilities:

- Meet new business production goals and objectives as established.
- Solicits for new business via telephone, networking, and other lead sources.
- Meet new business production goals and objectives as established.
- Develop insurance quotes, makes sales presentations, and closes sales.
- Develop ongoing networking relationships with Real Estate Agents, Mortgage Lenders, Title Companies, Auto Dealers, etc.
- Develop new Financial Services opportunities.
- Ask each customer for referrals and explain our referral program.
- Maintain knowledge of new products.

Requirements:

- Possess a genuine willingness to learn, be intuitive and resourceful and be coachable.
- Possess an upbeat, positive and enthusiastic attitude.
- Be a great self-starter with a sense of urgency.
- Create relationships from a cold start.
- Excellent Communication/interpersonal skills.
- Be able to obtain or currently possess a Property & Casualty insurance license.

Benefits:

- Base Salary with Commissions
- Bonus Opportunities
- Paid Time Off (PTO)
- Holidays Off
- Group Retirement Plan
- Group Life and Disability Insurance
- Career Development & Growth

Adhering to strict FCC rules, please don't apply if you have any charges related to theft, violence, drugs within the past seven years or ANY past convictions concerning violation of the FCC rules.