

Randy Weissenhofer

State Farm Agent

796 Army Trail Road
Carol Stream, IL 60188
Phone: 630-559-1922

Job Description

You will build and develop customer relationships within the community to promote State Farm products including auto, home and life insurance. This role in insurance and financial advising will help customers manage their risks of everyday life, recover from unexpected losses, and realize the protection insurance provides. This position will allow for you to make an immediate and future impacts on people and families.

Responsibilities

- Develop new sales leads
- Develop multiline and cross selling with current customers
- Schedule appointments in office, out of office, and/or online
- Service customer accounts & needs
- Provide customer service on products & policies
- Handle billing & payments

Requirements

- Must be able to work Monday-Friday
- Self-motivated
- People oriented
- Able to learn
- Proactive problem solving skills
- Communication skills - written, verbal and listening
- Basic computer knowledge and skills
- Interpersonal skills
- Ability to make presentations to potential customers

Expectations

- Successful track record of meeting sales goals/quotas preferred
- Sales Force, or (another sales platform knowledge/experience preferred)
- Setting sales and growth goals
- Knowing how to network effectively
- Interest in selling products and services based on customer needs

Compensation

- Salary plus commission/bonus (30,000-40,000 base)
- Paid time off (vacation and personal/sick days)
- Growth potential/Opportunity for advancement

Property and Casualty license (must be able to obtain)

Life and Health license (must be able to obtain)

State Farm agents are independent contractors who hire their own employees. State Farm agents' employees are not employees of State Farm. Agents are responsible for and make all employment decisions regarding their employees.