



Interesting positions.
Immediate responsibility.
Meaningful work.

Sales Internship

LIBERTY MUTUAL

For nearly 100 years, our purpose has been to help people live safer, more secure lives and we look for employees with the drive, commitment and passion to help us make that happen. Boston-based Liberty Mutual Group is a diversified global insurer and the third-largest property and casualty insurer in the U.S. based on 2010 net written premium. The Company also ranks 82nd on the Fortune 500 list of largest corporations in the U.S. based on 2010 revenue. As of December 31, 2010, Liberty Mutual Group had \$112.4 billion in consolidated assets, \$95.4 billion in consolidated liabilities, and \$33.2 billion in annual consolidated revenue.

PERSONAL MARKETS

Liberty Mutual's Personal Markets is the second fastest growing personal lines writer in the industry. Personal Markets provides full lines of coverage for private passenger automobile, homeowners, valuable possessions and personal liability through its own sales force in more than 350 offices throughout the U.S., two direct response centers, appointed Prudential agents and the internet. It also offers a wide range of traditional and variable life insurance and annuity products. Liberty Mutual's affinity program is the industry's most-sponsored voluntary auto and home insurance benefits program, with over 13,000 affinity sponsors.

PROGRAM OVERVIEW

As a Liberty Mutual Personal Markets Sales Intern, you will develop the skills necessary for success in Sales by working closely with our Sales Representatives in a field office. Throughout this internship, you will build prospecting, product knowledge, as well as build and develop client relationships within local communities to promote our Auto, Home and Life Insurance products.

Responsibilities:

- Assist Sales Representatives, who sell Auto, Home, Life, and other insurance products
- Spend time out of the office observing and assisting with sales events
- Work with Sales Reps to identify prospective customers using established lead methods
- Develop and maintain business relationships with policyholders and within the community
- Learn about insurance products and sales information systems

Qualifications:

- Undergraduate working towards a Bachelor's degree, with a competitive academic standing
- Results oriented with demonstrated organizational and time management skills
- Strong interpersonal skills to build rapport with prospective and existing customers
- Possess excellent analytical, written, and verbal communication skills
- Ability to work semi-autonomously in a fast paced environment
- Experience in sales or client service environment preferred

Locations: Internship available throughout Florida

If you would like to learn more about the opportunity and start the interview process, here's how to apply:

- www.libertymutual.com/careers
- Click on "Current students and recent graduates"
- Type in job number 27846 and hit "Search" for jobs
- Apply to "Sales Internship - Florida"

