

# Sales and Service

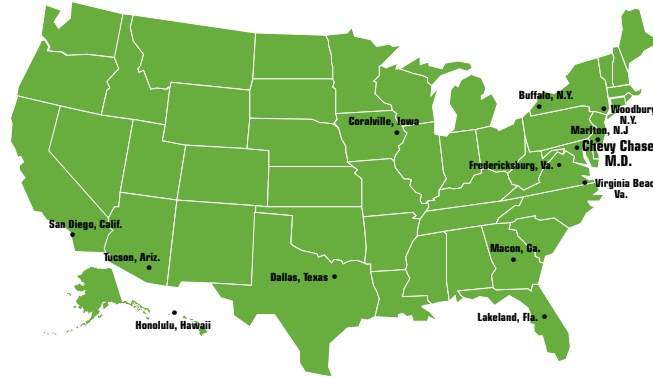


Driving your  
**career**  
Insuring your  
**future**



## We've got good news!

GEICO is strong, stable and hiring across the country.



## Apply today!

It's quick and easy to apply for a rewarding career in sales or service. Just visit [geico.jobs](http://geico.jobs) and search current openings. When you're ready to apply, you'll be asked to create a profile and fill out an online application.

We'll review your information in a timely manner. If you've got what we're looking for, a member of our hiring team will contact you directly to schedule an initial interview.

Questions? Go to [geico.jobs](http://geico.jobs) to e-mail your local HR office.

**GEICO is an equal opportunity employer.**

*Please be prepared for multiple steps in our extensive hiring process. GEICO conducts drug screens, credit and background checks, and may conduct physicals of applicants who've accepted employment offers.*

[geico.jobs](http://geico.jobs)

## No insurance experience necessary!

**What we're looking for:**

- Effective communication skills
- Strong multi-tasking skills
- Strong computer, typing and grammar skills
- High level of dependability
- Demonstrated job stability
- Prior sales or customer service experience
- High school diploma or equivalent required

College graduates are also encouraged to apply. Ask a recruiter about leadership development programs in sales and service.

## GEICO Total Rewards Program

**Our benefits package will help insure your future.**

Our associates' quality of life – now and in the years to come – is important to us. As a GEICO associate, you'll be offered a comprehensive Total Rewards Program, including:

- 401(k) and profit-sharing plans
- Health, dental and life insurance
- Paid vacation, holidays and sick leave
- Undergraduate tuition reimbursement
- Associate assistance program
- Flexible spending accounts
- Business casual dress
- GEICO Federal Credit Union
- Fitness and dining facilities (at most locations)
- Associate clubs and sports teams
- Volunteer opportunities

Our Job Post system allows associates to apply internally for jobs in sales, service and other departments. With our promote-from-within culture, associates can build lasting careers.



## *Dynamic. Persuasive. Motivated.*

### **Sales Representative**

At GEICO, our stellar reputation and clever marketing keep customers calling and Internet quotes coming. Our professional sales representatives meet their goals without the pressure of commissioned sales or cold-calls.

New associates in sales attend industry-leading training, and need to sit for and pass a state licensing exam. Once you have your license and are fully trained, you'll be ready to interact with customers, sell our insurance products, achieve sales goals and even earn bonuses.

*What's a typical day in Sales?*

It includes obtaining information from prospective policyholders, preparing rate quotes, providing guidance on insurance coverage and selling policies. We'll teach you how to identify customer needs, overcome objections and close the sale.

Sales Career Path\*



*\* Leadership programs for college graduates offered in some locations.*

## *Customer-focused. Helpful. Courteous.*

### **Service Representative**

Do these words describe you? If so, consider joining the award-winning service team that has helped GEICO earn numerous honors for customer satisfaction and our ability to create loyal policyholders.

When customers contact us for help with their policies, service representatives ensure a positive experience. Through on-site training, we'll teach you about our dynamic industry, legal regulations and how to provide outstanding, A-level service.

*What's a typical day in Service?*

You'll provide our customers with the personal attention and friendly service they've come to expect. You'll respond to telephone inquiries and make policy changes, educate our policyholders about the coverage they have (or need), analyze insurance contracts and utilize our extensive computer system.

Service Career Path\*



*\* Leadership programs for college graduates offered in some locations.*

**See what it's like working at GEICO.** Watch our videos online at [geico.jobs/watchvideos](http://geico.jobs/watchvideos)