

Sales Executive in Training

Our not-so-secret sauce.

Award-winning, inclusive, Top Workplace culture doesn't happen overnight. It's a result of hard work by extraordinary people. More than 9,000 of the industry's brightest talent drive our efforts to deliver purposeful work and meaningful impact every day. Learn more about what makes us different and how you can thrive as a Sales Executive in Training at MMA.

Marsh McLennan Agency (MMA) provides business insurance, employee health & benefits, retirement, and private client insurance solutions to organizations and individuals seeking limitless possibilities. With 170 offices across North America, we combine the personalized service model of a local consultant with the global resources of the world's leading professional services firm, Marsh McLennan (NYSE: MMC).

A day in the life.

As a Sales Executive in Training, you'll start your career with an immersive 6-month training program. You will expand your knowledge with insurance coverage trainings, understanding our competitive advantages and learning how to sell not only our services, but yourself as an insurance professional. Once training is complete you will begin making cold calls, setting and attending meeting with prospective clients and winning business. You will form close relationships with the Sales Management and Client Service Members of the agency to ensure timeframes and deliverables are met during and after the sales process to increase retention through quality service.

Our future colleague.

We'd love to meet you if your professional track record includes these skills:

- Demonstrates sales aptitude, excellent communication skills, ability to build and maintain relationships, business acumen, strategic reasoning, and a results-driven approach
- Ability to acquire 2-20 and 2-15 licenses in 4 months of employment
- Bachelor's degree or equivalent work experience

These additional qualifications are a plus, but not required to apply:

- 1-3 years business to business sales experience preferred; not required

We know there are excellent candidates who might not check all of these boxes. Don't be shy. If you're close, we'd be very interested in meeting you.

Valuable benefits.

We value and respect the impact our colleagues make every day both inside and outside our organization. We've built a culture that promotes colleague well-being through robust benefit programs

and resources, encourages professional and personal development, and celebrates opportunities to pursue the projects and causes that give colleagues fulfilment outside of work.

Some benefits included in this role are:

- Generous time off, including personal and volunteering
- Health Insurance
- 401k
- Professional development opportunities
- Six week paid parental leave for the birth or adoption of a child
- Charitable contribution match programs
- Stock purchase opportunities

To learn more about a career at MMA, check us out online: <http://marshmma.com/careers> or flip through our recruiting brochure: <https://bit.ly/3Qpcjmw>

Follow us on social media to meet our colleagues and see what makes us tick:

- <https://www.instagram.com/lifeatmma/>
- <https://www.facebook.com/LifeatMMA>
- <https://www.linkedin.com/company/marsh-mclennan-agency/>

Who you are is who we are.

We embrace a culture that celebrates and promotes the many backgrounds, heritages and perspectives of our colleagues and clients. We are always seeking those with ethics, talent, and ambition who are interested in joining our client-focused teams.

**Marsh McLennan and its affiliates are
EOE Minority/Female/Disability/Vet/Sexual Orientation/Gender Identity employers.**

#MMAcampus
#LI-Onsite