

The Financial Service Associate (FSA) position is a sales position selling insurance and financial services.

Financial Service Associate's participate in a 2-year development program, developing product knowledge and selling experience while offering appropriate insurance and investment products to help clients meet their financial goals. During this comprehensive training program, **FSA's receive temporary support plus bonus.**

Overall Duties and Responsibilities:

- Sell insurance and investment products to new customers
- Solicit new customers through approved techniques and methods
- Conserve existing insurance and investments products;
- Service the insurance and investment needs of all our policy owners.

Essential Job Functions:

It is important that Financial Service Associates be capable of mastering the complexities of the job, continually learning new products, information, and approaches. As a representative of the Company, the FSA must have a full understanding of all proprietary products and be able to recommend to customers the appropriate solutions that are in the best interest of the customer and the Company. The end result of the FSA's work is to bind the Company and the policyholder in long-term transactions that will impact the personal welfare of many people.

Required Skills, Knowledge, and Experience

- Strong natural market in target segments
- Persistence/Desire to succeed
- Work experience (2 – 4 years)
- 4 year college degree preferred
- Demonstrated history of success
- High energy level
- Strong communications and relationship buildings skills
- Highly motivated
- Excellent time management skills
- Active community involvement
- Prior sales experience (in Financial Services a plus)
- Ability to work through rejection

Prudential is an Equal Opportunity/Affirmative Action Employer and is committed to diversity in its workforce.

Thank you for your interest as a Financial Service Associate with The Prudential Insurance Company of America

Insurance is issued by The Prudential Insurance Company of America and its affiliates. Securities are offered by Pruco Securities, LLC (member SIPC). All are Prudential Financial companies located in Newark, NJ. Each is solely responsible for its own financial condition and contractual obligations.