



# GEICO®

Driving your career. Insuring your future.

## Management Development Program-National College Recruiting #3397

### Entry-level, Fast-track Development Program

**Locations:** San Diego, Calif., Woodbury, N.Y., Buffalo, N.Y., Fredericksburg, Va., Virginia Beach, Va., Dallas, Texas, Lakeland, Fla., Macon, Ga., Houston, Texas; Seattle, WA; and Tucson, Ariz.

*This career track is well suited for finance, accounting, economics, marketing, risk management, management, and general business majors. However, the program is open to all majors.*

GEICO offers you the chance to launch your career in our selective **Management Development Program (MDP)**. In this program, you'll gain a comprehensive understanding of one of our major insurance operations: Sales, Customer Service, Claims or Auto Damage. (Selection into a particular track is determined by your interests and the business needs of the location.)

Length of the program varies by track; the Sales and Service tracks are approximately 15 - 18 months, while the Claims and Auto Damage tracks are approximately 2 – 2.5 years due to additional classes and rotations needed to become fully trained. Each track provides you with an excellent opportunity to learn about the dynamic insurance industry and accelerate to a supervisor position.

GEICO believes that in order for you to be an effective team supervisor within our call center environment, you must first understand the intricacies of our insurance business and the job function you'll one day manage. Therefore, after completing our extensive classroom training and passing any necessary insurance exams, you'll have the good fortune to experience the sales, customer service, claims or auto damage adjuster position firsthand.

During this time, you'll receive mentoring from a senior-level manager and work on projects that are critical to the department's success. As you progress through your training, you will serve as a mentor, and assist in the training and coaching of new associates. Toward the latter part of your program, you will attend on-site supervisory preparation classes.

Our ultimate goal is to have you ready to supervise and motivate a team of your own!

We are committed to giving you the tools, knowledge and support that you'll need to advance your career at GEICO. Associates who started in our Management Development Program (MDP) have been promoted to supervisor, trainer and even business unit managers.

#### What we look for in candidates:

- Bachelor's degree
- Business major or at least four core business courses
- At least a 3.0 overall undergraduate GPA
- Very good analytical and problem-solving skills
- Effective written and verbal communication
- Strong time management and multi-tasking abilities
- Demonstrated leadership experience
- High level of dependability
- Desire to one day lead a team
- Permanent U.S. work authorization, sponsorship is not available

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**To apply send your resume, overall GPA, cover letter, and official transcripts to:**

#### GEICO College Recruiting

Attn: Daenon L. Gault-Vasconez, National College Recruiting  
HR Lakeland, P.O. Box 33046, Lakeland, FL 33807

Fax: 877.783.2404 ▪ Email: [DGaultVasconez@GEICO.com](mailto:DGaultVasconez@GEICO.com)

**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.*