

## Department of Economics-Career Services Newsletter for 2-21-19

### Nationwide Financial Opportunities!

Are you interested in working for a Fortune 54 Company? Whether you are a current student, upcoming graduate, or recent Alumni, please take a look at the College2Career program with Nationwide Financial.

Take a look at the job lead below! You can apply using the following links:

- Via Handshake - ID# 2292184
- Directly on [www.nationwide.com/Careers](http://www.nationwide.com/Careers) under job # 55637
- Graduating May or recent Alums: apply to traditional position at [www.nationwide.com/Career](http://www.nationwide.com/Career) under job # 55978
- **Send me a heads-up message that you have applied, too! Or send me your resume and I will get it to the Hiring Manager!**

Below you will find the job lead:

- **College 2 Career - Internal Sales & Service Representative**

- *If you're passionate about becoming a Nationwide associate and believe you have the potential to be something great, let's talk. Number 54 on the Fortune Magazine 100 Best Places to Work.*

Provides quality sales & service support to financial advisors, agents, and customers. Is knowledgeable of all products and can handle different types of inquiries. Analyzes and resolves issues and inquiries that require in-depth product and regulatory knowledge. Turns service inquiries into sales opportunities within own business segment and/or to support other - products by providing a sales lead. Educates customers in all aspects of contract and utilizes technology to enhance conversations. Understands the firm restrictions and how they apply to the business. Can interpret and articulate our marketing pieces when speaking with customers.

Job Description

- This is a part-time (20 hours a week minimum) position during the school year
- Candidates must be able between the hours of 8:00 am - 8:00 pm Monday - Friday
- Training for the C2C program will be five to ten weeks during the summer.  
REPORTING RELATIONSHIPS: Reports to Reports to Supervisor/Manager.  
CORE RESPONSIBILITIES:
- Receives and responds to incoming calls from investment professionals and customers on multiple financial topics ranging from taxes, withdrawals, benefits, product features, costs, loans, premiums, payment schedules, etc. Understands the different product suites, including current line-up and products no longer sold that still require servicing.
- Responsible for interpreting and applying all changes and enhancements to new and old products, based on daily Change Communications. Cross-sells unfamiliar product line to support strategy of all business lines meeting goal. Identifies the question(s) behind the question to proactively offer consultative expertise and uncover the unstated need.
- Maintains a record of the conversations and follows a process of documentation to support our strategy of knowing our member better than anyone and use the information in a way that drives the relationship deeper. Follows all rules and regulations to ensure compliance with FINRA or other professional licensure requirements, Nationwide policies, firms, and state and local laws.
- Uncovers sales opportunities by turning service inquiries into sales leads within own business segment and/or to support other product by providing a sales lead. Educates customers to ensure

understanding of tax implications, penalties/surrender charges, death benefit protection, lifetime income, capital preservation, and/or benefits pertaining to the contract.

- Analyzes problems to determine proper course of action, striving for first time final resolution. When necessary, leverage team of specialists' model and internal partners to resolve escalated issues.
- Is proficient with multiple technology systems and programs to provide a great experience for our customer. Utilizes virtual technology and social media to enhance customer, financial advisor, and agent experience. Can easily navigate within Nationwide to provide correct data and information to our investment professionals and member base.
- Performs other duties as assigned.

#### TYPICAL SKILLS AND EXPERIENCES:

Education: High school diploma or equivalent required. Undergraduate degree in Finance, Business Administration, Insurance, Economics, Communications preferred

License/Certification/Designation: ChFC, CLU, other industry designations desirable

Associates must obtain the required Federal and/or state licenses/registrations within the time period designated by the business unit. Additional licenses/registrations may be required when new products and services are implemented. If an associate fails or is unable to obtain required licenses/registrations within the time period designated by the business unit, the associate will be ineligible to continue in the position. NOTE: A credit check may be required if a license is required for this position.

Experience: One-year experience in customer service, sales related occupations.

Knowledge: Knowledge of various insurance products and the sales process. Good understanding of the state and local laws necessary to understand the legal implications of certain product features in different states. Understands the consequences of not following the FINRA rules, such as arbitration, financial loss to associate and Nationwide, sanctions/penalties that could impact the associate's eligibility to remain in this role.

Skills/Competencies: Excellent verbal and written communications necessary in order to talk to producers/customers about product features and to help in the sales process. Proficiency with computers and common office software.

Other criteria, including leadership skills, competencies and experiences may take precedence.

Staffing exceptions to the above must be approved by the hiring manager's leader and HR Business Partner.

Values: Regularly and consistently demonstrates the Nationwide Values and Guiding Behaviors.

#### JOB CONDITIONS:

Overtime Eligibility: Eligible (Nonexempt)

Working Conditions: Call center environment. Extended periods of time sitting in front of a computer and taking phone calls.

ADA: The above statements cover what are generally believed to be principal and essential functions of this job. Specific circumstances may allow or require some people assigned to the job to perform a somewhat different combination of duties.

## **Upcoming events:**

### **Weatherhead's Distinguished Scholars Weekend February 22-23, 2019**

**Your Skills Are In Demand! An Exclusive Invitation to Discover How You Can Strengthen Your Career Path and Excel in Business with a Specialty Masters Degree**

Interested in building corporate relationships, solidifying your career options and shaping the future of business? Join us at our exclusive once a year, invitation only, all expenses paid\*, national student event. Case Western Reserve University has strong senior corporate relationships and offers groundbreaking programs in:

- Business Analytics
- Finance
- Operations Research and Supply Chain Management

Here is the link for additional information and to register: <https://weatherhead.case.edu/events/scholars-weekend/>.

**Women in Economics Meeting**

**Monday, February 25<sup>th</sup>, 7-8PM**

**Student Alumni Room of The Union**

**Kuncai Americas will present! Everyone is welcome to attend!**

**Veteran's Virtual Career Fair**

**Wednesday, February 27<sup>th</sup>**

**For**

**information: <https://www.careereco.com/Fair/EventDetails?fairId=773ba622-cc9b-45a8-8461-a9ab00f8c1d4>**

**Summer Internship and Opportunity Fair**

**Wednesday, February 27, 1-5PM, The Union**

**For more information, please visit Handshake**

**Undergraduate Economics Society**

**Wednesday, February 27<sup>th</sup>, 5:30-6:30PM**

**SSI Huddle**

**Thursday, September 28<sup>th</sup>**

**Meet Blue Jackets Director of Legal Affairs, Peter Lovins**

**For more info and to RSVP: <https://sportsandsociety.osu.edu/events/ssi-huddle-blue-jackets-director-legal-affairs-peter-lovins>**

**Monday, March 18th Healthcare & Life Sciences EXPO at the Biomedical Research Tower (room 115) from 3:30pm to 6:30pm**

**Metrics March Madness**

**Saturday, March 23<sup>rd</sup>**

**More info to come!**

**UES Spring Banquet**

**Friday, March 29<sup>th</sup>, 6:30-9PM**

**The Cartoon Room of The Union**

## **Women in Economics Conference**

Monday, April 1<sup>st</sup>, 5:30-8:30PM

Save the Date! Recent and established Alumni panels, and more!

## **SSI's 2019 Student Sports Research Fair now accepting applications**

The inaugural Sports and Society Initiative Student Research Fair will be a celebration of Ohio State student-led research on sports and societal issues over the past year. We encourage participation by students who have completed sports and society research independently, for a class project, as part of a research thesis, as a research assistant or through other similar means. A project should have reportable results prior to submission. For more information, [click here](#).

## **Core Economics – Data Competition**

<https://www.core-econ.org/core-doing-economics-competition-2019/>

This data challenge is open to any undergraduate student and you can compete as an individual or as part of a small group.

There are two categories: R and Excel with nice prizes (Amazon gift cards)!

Take a look and good luck!

## **Job leads listing**

Please take a look at the attached job leads listing! I have included quite a few sports related positions! Please let me know where you apply!

## **ODE Applications**

The ODE application for this semester [just went live!](#) Please see below for information to apply:

"Ohio State's chapter of Omicron Delta Epsilon is now accepting applications for its Spring 2019 class! ODE is an international economics honors society that prioritizes scholarship, innovation, and research in the economic discipline. Membership involves biweekly meetings that include socials, economic sub-field discussions, and talks with professors and industry figures. In order to apply, you must have completed at least 12 hours of economics coursework and possess both a minimum 3.0 cumulative GPA and a 3.2 cumulative GPA across all economic coursework. Applications are due on **Friday, March 1st at 5:00 PM EST**. Interested students may direct questions to Matt Loxley ([loxley.6@osu.edu](mailto:loxley.6@osu.edu))."

## **Benzinga**

Take a peek at this unique company [www.benzinga.com](http://www.benzinga.com).

! There are internship and entry level roles available. This is another member of the Quicken Loans Family of companies.

“Benzinga is a dynamic and innovative financial media outlet that empowers investors with high-quality, unique content that is coveted by Wall Street's top traders. Benzinga provides timely, actionable ideas that help users navigate even the most uncertain and volatile markets – in real-time with an unmatched caliber.

From breakouts to unusual volume, analyst ratings, futures and options, Benzinga is the leading full-service, one-stop shop for investors of all stripes and styles.

If you are interested in doing business with Benzinga, please contact us via the methods listed at the bottom of this page.

To learn more about the technology behind Benzinga, such as the React coding framework, check out [this series](#).”

### **JPMC – Women in Audit**

JPMorgan Chase is hosting an exciting event in Columbus on April 16<sup>th</sup> for the **Audit Analyst Program** called **Women in Audit**.

This event is open to female sophomore students interested in the Columbus location with an expected graduation date of December 2020 – June 2021. Students confirmed to attend will meet with senior Audit leaders and Audit Analysts from Internal Audit, as well as the recruiting team for our Audit Analyst Program. Through a panel and networking opportunity, students will gain valuable career advice, receive guidance on effective personal branding, learn about our firm and opportunities in our **Audit Summer Analyst Program**.

Students will have the opportunity to also networking with the Audit leader during a networking reception.

Attached is the event flyer with additional information and a link for you to register reflecting their interest in the event and requires they submit their resume as well. **Registration deadline is April 2<sup>nd</sup>**. A representative from JPMC will contact you to confirm your participation.

Have a wonderful week!  
Tracy



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