

**Job Title:** Financial Representative Internship

**Organization Name:** Northwestern Mutual

**Number of Openings:** 3

**Hours per Week:** 15+

**Job Description:**

Northwestern Mutual’s internship is ranked “One of America’s Top Ten Internships” for a good reason – it gives you real-world experience from Day One.

**On The Job**

Interns’ main objectives are to identify target markets, pursue and attain clients, and maintain client relationships. Interns received substantive training, during which they become familiarized with Northwestern Mutual’s products, sales methods, policies and procedures.

**The Scoop**

Northwestern Mutual provides personalized financial services and offers inventive solutions for individuals and business’s insurance and financial needs. An internship at Northwestern Mutual gives you valuable, real-world work experience to prepare you for a career at Northwestern Mutual or elsewhere, while building on your classroom learning. You have flexibility to pursue your studies while actually working, and you will be recognized and rewarded for your hard work both financially and through development opportunities. While you are able to run your own financial planning practice as an intern, you won’t be alone. Training, mentors and role models will be there to guide you along the way. As a financial representative intern, you will meet with clients to find out their needs and goals, make recommendations for the appropriate insurance and investment products, and provide ongoing client services beyond the sale.

**Mutual Fit Process**

As an intern, you work out of one of our many Northwestern Mutual network offices located throughout the United States. Once you apply, the next step would be to visit a local office for a mutual discovery interview process. Our Western Michigan Group offices are located in Grand Rapids, Grand Haven, Traverse City, Portage and East Lansing.

This mutual discovery process gives you and the local network office a change to learn more about your abilities and goals and you learn about the commitments of the internship program.

If you and the network office agree the internship is a good fit, you’ll get started with a training period and learn our exclusive Fastrack training system. Your local network office provides you with office space and what you need to get started.

**How to Apply:** Email your resume to our Campus Recruiter, Hanna Windberg at [hanna.windberg@nm.com](mailto:hanna.windberg@nm.com)

**Standing:** Junior or Senior

**Majors:** Economics, Entrepreneurship, General Business, Communications, Finance, Human Resources, Management, Marketing, Sales