

Life Insurance Brokerage Manager

Position Summary:

Responsible for driving business and generating revenue by reaching out to financial institutions, financial planners, small independent broker dealers, property and casualty, etc. The ideal candidate must be ambitious, motivated, and hard working looking for a successful career in sales.

Essential Functions:

- Develop new business
- Generate revenue through outgoing calls and meetings
- Find and monitor successful sales strategies
- Implement coaching philosophy and identify opportunities to help producers grow their business
- Build and maintain producer relationships
- Provide solutions to producers' needs
- Product recommendations
- Entertain producers, prospects and clients
- Represent multi-carrier platform
- Participate in weekly team meetings

Minimum Requirements:

- Seeks to develop a career in sales
- 3+ years of overall industry experience
- Knowledge of PC based systems and applications such as MS Outlook, Word, Excel, and PowerPoint
- Outstanding presentation skills
- Strong interpersonal communication skills
- Excellent writing skills
- Must have a car

To apply:

Email resume to: smiller@faiu.com