

National Sales Director

The National Sales Director must manage and coach external brokerage managers to facilitate the growth of revenue in their respective market areas as well as to develop new markets. This individual will consistently develop and implement team buy-in for change, while working closely with senior management to drive company's vision. The National Sales Director is also responsible for constantly seeking new talent.

Essential Functions:

Responsible for overseeing daily/weekly/monthly activities of brokerage managers. This includes but does limit:

- Develop business revenue by creating sales ideas and concepts to present to sales team
- Possess problem solving, management, leadership, communication and coaching skills
- Establish work standards and maintain an ethical and professional work environment
- Set goal and marketing plans for brokerage managers
- Recruit, train, develop, retain and grow sales department
- Work with marketing manager to develop and improve sales materials
- Maintain knowledge of current products and concepts
- Enhance current training
- Actively visits agents and prospects with brokerage managers
- Provide assistance to brokers for any given tasks
- Generate reports to senior management to increase communication
- Manage weekly sales meetings
- Facilitate monthly sales meeting
- Offer support to all areas

Minimum Requirements:

- Bachelor's Degree required
- 3-5 years supervisor/managerial experience
- 3-5 years experience within the insurance industry required. Wholesale brokerage experience preferred
- Excellent working knowledge of PC based systems and applications such as MS Outlook, Word, and Excel
- Strong oral and written communication skills

To apply:

Email resume to: kshapiro@faiu.com