

JOB DESCRIPTION

Job Title: Home Office Sales Agent
Department: Sales

Are you a licensed Life and Health Producer? Partner with us and see your income grow!

We are adding agents to our Sales Team. Do you have an entrepreneurial spirit? Have you owned your own business or worked in insurance or other sales fields? If you are focused, we want to talk to you about this opportunity. We are looking for hard working individuals who have a desire to help people. It's an opportunity for you to become a captive agent at 1891 Financial Life. We will educate you and provide all the materials to become a successful producer. We offer continuous training and mentorship to assist and support your development. If you are ready to transition and earn an income that has a strong opportunity to grow, we are your landing pathway. As a fraternal benefit society and a not-for-profit, 1891 offers member benefits that give your clients added value. We also engage and support local community volunteer efforts.

If you don't have a license but would like the opportunity, please apply.

This job is ideal for someone who is:

- Achievement-oriented: enjoys taking on challenges
- Innovative: prefers working in unconventional ways or engage in tasks that require creativity
- People-oriented: enjoys interacting with people and working on group projects

JOB TYPE: Full-Time

EXPERIENCE

- Fixed Annuities: 2 years (a plus but not required)
- Life and Health Insurance Sales: 5 years (a plus but not required)

LICENSE: Life and Health Insurance (preferred, not required)

RESPONSIBILITIES AND DUTIES

- Prospect for leads through your personal and professional network including engaging with local religious and community groups as well as 1891 leads.
- Utilize sales techniques to prospect and initiate new business sales including contacting prospective members to finalize sales and service transactions.
- Ability to handle common objections and educate members in a consultative manner.
- Educate prospective members on how to protect their families and assets.
- Demonstrated self-starter, motivated to grow and learn in a professional sales organization.
- Professional business acumen, strong presence and confidence.
- Resourceful team player that can contribute, explore and create new ideas.
- Present options based on needs assessment and relationship building.

QUALIFICATIONS AND SKILLS

- Excellent communication and sales skills
- Great at building relationships
- Social media marketing experience
- Must have valid driver's license

EDUCATION: Bachelor's Degree (Preferred)

ADDITIONAL COMPENSATION: Bonuses based on production

PAID TRAINING: Yes

OUR CULTURE

- Detail-oriented: quality and precision-focused
- Innovative: out of the box thinkers
- Aggressive: competitive and growth oriented
- Outcome-oriented: results-focused with strong performance culture
- Stable: traditional, stable, strong processes
- People-oriented: supportive and fairness-focused
- Team-oriented: cooperative and collaborative

REQUIRED TRAVEL: Yes

WORK LOCATION: Corporate office