

JOB DESCRIPTION

Hybrid Wholesaler

ABOUT THE JOB

Are you at your best when part of a team that feverishly delivers Gold Standard care to individuals, families, and businesses with the mission to assist them in preparing for and protecting their life's work.

JOB DESCRIPTION SUMMARY

Are you enthused by engaging conversations with people to promote products and services that better the financial well-being of others? If you are an entrepreneurial-minded self-starter that is driven to help individuals, families, and businesses, love the thrill of working in a competitive and collaborative team environment, and understand how to solve client challenges in an empathetic manner, we need to talk!

As a Wholesaler with 1891 Financial Life, you will position our suite of life insurance and annuities to existing and newly sourced independent agencies for one of ["The World's Best Life Insurance Companies"](#), according to Forbes.

JOB DESCRIPTION

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. We are looking for hard working individuals who have a desire to help people. It is an opportunity for you to become a Wholesaler / Agent for 1891 Financial Life. We will educate you and provide all the materials to be successful when interacting with independent agents of 1891 Financial Life. 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 non-profit, 1891 offers member benefits that give our producers and their clients added protection such as Education benefits, Orphan benefits, and Rx benefits. We also engage and support local community volunteer efforts, just to name a few.

This Job Is Ideal for Someone who Is:

- Achievement-oriented – enjoys taking on challenges.
- Innovative – prefers working in unconventional ways or engaging in tasks that require creativity.
- People-oriented – enjoys interacting with people and working on group projects.
- Creative – Enjoys finding solutions for your producers and their customers.

Job Type: Full-time

Experience:

- Experience with sales and sales processes.
- Experience with financial services.
- Experience with customer service and solutioning.

Key Responsibilities and Duties:

- Source and engage prospective agencies to promote 1891 Financial Life's insurance and annuity products and services.
- Foster relationships with existing agencies, partnering to drive their core values and initiatives.
- Using a consultative (not transactional) process, identify opportunities where life insurance and annuity products and services fill voids.
- Educate agencies on products, processes, and sales strategies primarily through phone and video / virtual meetings on best practices to secure business.
- Consult on marketing programs for agencies to be top-of-mind with prospects and clients.
- Liaise between agencies and home office personnel.

Preferred Skills and Abilities:

- 3 – 5 years B2B and B2C sales experience preferred.
- Knowledge of insurance products and industry preferred.
- College degree or equivalent experience, or combination of.
- Impressive interpersonal, presentation, facilitation, and consultation skills.
- Excellent verbal and written communication skills, upline and downline.
- Adept at cultivating and maintaining winning relationships with agency personnel.
- Proficient at identifying needs and solving problems.
- Driven to win despite external challenges.
- Social media marketing acumen.

Compensation: 1891 Financial Life offers a competitive salary and variable compensation program based on experience.

Licensure and Designations: Life and Health Insurance required (will help candidate obtain). Willingness to achieve advanced designations.

Travel: 25% +/-

Benefits: Health, Dental, Vision, Life, 401(k), Long Term Disability, Short Term Disability, Paid Holidays, PTO.

Work Location: National Headquarters (200 N. Martingale, Schaumburg, IL 60173).

NOTE: This description is not all-encompassing, employees may be required to perform other job-related duties requested by their supervisor and / or senior leadership.