



Job Posting: Inside Sales Consultant

<p>Primary Job Role</p>	<p>This position is responsible for increasing sales revenue by providing telephone and email support to advisors for life, long-term care and disability income case design, carrier and product selection, illustrations, marketing collateral and presentations. Our ideal candidate will have direct experience in this role. Consideration will be given to candidates who have some life insurance industry experience in associated roles.</p>
<p>Essential Functions</p>	<ul style="list-style-type: none"> • Work with brokers over the phone to elicit client goals and needs analysis for life insurance to make suitable case design recommendations • Evaluate and make recommendations of suitable carriers based on particular case design elements • Provide custom sales proposals, presentations and client marketing pieces • Assist brokers in use of web tools, carrier sites and tools • Make regular proactive outbound calls to follow on proposals, offer additional services, provide news updates and training, etc. • Meet established targets for sales activity, new account generation, and new writing brokers • Continuously improve skills and knowledge through participation in carrier and industry training events, continuing education, accreditation classes, etc.
<p>Qualifications</p>	<p>Desirable Traits</p> <ul style="list-style-type: none"> • High energy, sense of urgency • Outgoing, people-oriented • Attention to detail • Customer service focused • Self-directed • Willingness to work until the job is done • <p>Qualifications</p> <ul style="list-style-type: none"> • Desire 1-2 years of experience in life insurance sales support, preferably in a multi-carrier, multi-product brokerage environment; will consider other life insurance experience • Basic knowledge of life insurance products and sale of traditional life • Basic knowledge of planning techniques for personal needs • Active listener • Professional oral and written communication skills • Consultative selling skills; coaching ability to move case forward • Interpersonal communication and relationship building by phone • Strong computer skills including proficiency in Microsoft WORD, PowerPoint, Excel, Outlook, Internet tools and navigation, carrier illustration software and agency management software. • Organized with consistent follow through; able to prioritize in fast paced environment • 1 to 2 years of experience • High School diploma; college degree preferred • Able to pass background check • Able to obtain life/health insurance license where required



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Comp Structure	Base plus incentive, commensurate with experience
Accountable To	Vice President of Client Services

Interested Applicants may send a cover letter and resume to mhelmbrecht@sbgrouppinc.com. No phone calls please.