

Lawley

INSURANCE | EMPLOYEE BENEFITS

Employee Benefits Small Business Consultant

Position Focus:

- Prospect, sell and develop lines of business, including health, group insurance and ancillary lines to employers
- Establish a robust sales and marketing plan designed to maximize revenue
- Meet agency and personal production goals, including cross selling to personal and commercial lines
- Utilize multiple forms of marketing including direct mail, telemarketing and client contact
- Qualify and present opportunities and coordinate account activities with Account executive
- Conduct executive speaking engagements in support of strategic plans
- Present and demo Lawley's technology solutions for prospects and clients
- Maintain an active membership in trade groups and associations
- Support all Lawley initiatives as requested, as guided by company values, sales culture, business needs and scorecard

Successful candidates possess:

- 1-3 years of sales experience preferred
- Bachelor's Degree Required
- Ability to learn Benefit coverages, product knowledge, etc.
- Microsoft Office experience and skills are a must; Salesforce experience preferred
- Ability to work well independently and on a team
- Incredible attention to detail and organizational skills
- Life and Health License (or the ability to attain in the first 90 days)
- Open to continuing education,
- Positive attitude, even in a fast paced environment
- A passion to make customers and coworkers feel important and valued
- Capability to work quickly and efficiently
- Methodical, yet swift decision making skills
- Precise verbal and written communication skills, even under time constraints

What's in it for you? *The Lawley Advantage!*

- Fulfilling career securing your clients' well being
- Competitive salary, referral bonuses **AND** annual bonus eligibility
- Great Benefits (Medical, Dental, Vision-- the works!)
- Educational and growth opportunities
- Generous PTO and 401K upon hire
- Comfortable, family oriented culture
- Office hours 8-4:30
- Lawley is not a call center environment
- Work hard, play hard!!!



Lawley provides equal employment opportunities (EEO) to all employees and applicants for employment without regard to race, color, religion, sex, national origin, age, disability or genetics.