

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



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.