

Position Description: Senior Sales Rep, St. Louis, MO

Salary: \$36,000 Base Salary. Total comp commensurate with a senior rep in a #1 territory.

Company Information

Our client is a 100-year old insurance carrier offering a broad range of products and services focused on retirement, group life, group disability, and dental insurance. This includes servicing 91,000 retirement plans and group insurance contracts with approximately 8.7 million plan participants. They are a Fortune 500 Company with assets under management of \$181 billion as of June 30, 2009. They are rated A+ (2 of 16) by A.M. Best.

Community Information

St. Louis lies at the heart of Greater St. Louis, a metropolitan area of nearly three million people in Missouri and Illinois. The region is home to some of the country's largest privately-held corporations, including Enterprise, Scottrade, and Edward Jones, and is also home to 8 Fortune 500 companies. The city operates 105 parks that contain playgrounds, areas for summer concerts, picnics, baseball games, tennis courts, and lakes. The orchestra has received six Grammy Awards and fifty-six nominations. A diversity of successful sports franchises has led to St. Louis being called "North America's Best Sports City." Unlike most post-industrial cities there has been a major upturn in urban revitalization in the city of St. Louis and in 2006 the city received the World Leadership Award for urban renewal.

Your Role within the Company

- Capitalize on this senior rep territory. The broker/consultant mix includes the top, regional and national group producers in St. Louis. The list is negotiable.
- Establish and maintain strong business relationships with group insurance brokerage market in assigned territory and internal sales support staff to insure good proposal activity.
- Achieve or exceed annual new sales quoting and sold case objectives. (Consistent production of \$3million plus in premium).
- Assist in the conservation of inforce business to assist in achieving desired renewal conservation levels desired by Company.
- Maintain close relationships with regional office staff, underwriting team and service unit to insure support of Company Service Model and sold case rules and requirements.
- Communicate with internal and external customers in support of selling activities.

Background Profile;

- Track record of exceeding life and disability sales goals
- Interest in generating and managing high case count activity
- Ability to experience rate a case a plus

Company Employee Benefits

- A full scope of employee benefits including health, life, and long term disability insurance, dental, vision, paid time off, tuition reimbursement, Employee Assistance Program, 401k with a dollar for dollar match up to 6% of employee contributions (immediately vested) and a 4% contribution from the company whether you participate in the plan or not (2 year cliff vesting).