



External Wholesaler

Join our amazing team of talented professionals that are helping to protect the lives of people every day. We are an employee owned, national, multi-line Brokerage Agency that provides dedicated support and innovative resources to those who provide financial solutions to families and businesses. We need a self-motivated, forward-thinking individual who can develop advisor relationships and design creative product solutions with advanced marketing concepts. Working well on a team and taking pride and ownership of the role is paramount.

Job Description:

- Drive sales and retention of new advisor/corporate relationships
- Develop new business with recruited advisors in a specified territory on individual insurance products; life, disability, long term care and annuities
- Represent AIMCOR and KAFL's portfolio of insurance products knowledgeably and effectively so that advisors can clearly identify the benefits of the products relative to its competitors.
- Case design, running illustrations, and preparing quotes and proposals for Advisors
- Prepare Advisors/clients with the necessary new business applications and forms to write a case, while following up to ensure submission of business quoted
- Share business building ideas and strategies with Financial Advisors
- Provide technical information to advisors on advanced marketing concepts
- Provide expert perspective in client point of sale meetings
- Offer and coordinate client marketing programs with assigned advisors (ie: client and prospect seminars)
- Meet call activity expectations and monthly sales goals set forth by team
- Set and work towards achieving personal revenue goals to assist in the growth of the overall company
- Work closely with other business partners to align activities and plans for the given region and its advisors.
- Develop collaborative quarterly business plans

Qualifications:

- Undergraduate degree/equivalent experience required; industry designations preferred
- The candidate must be motivated with strong selling skills and the ability to drive his/her objectives relatively autonomously.
- At least 3 years of wholesaling in the life insurance, financial planning, or other related field; as well as proven success working with financials professionals to incorporate protection solutions as part of a holistic financial planning process.
- Extensive travel within Northeastern region required based on territory assigned.
- License (s): Applicable State Insurance Licenses (Required)
- FINRA Series 6 or 7 and Series 63 or 66 Preferred but not required

Apply today at www.kafl.com/careers!!!

