

# Lawley

INSURANCE | EMPLOYEE BENEFITS

## Employee Benefits Sales Consultant (Small business)

### These are the *fundamental* components of the job:

- Prospects, solicits, quotes and consults for new Benefit Insurance accounts
- Produce new revenue through sales to new clients; may have particular niche or concentration
- Prepare and execute a business and production plan
- Participate in team sales or cross sell opportunities
- Completes all required applications and documentation; obtains signed application
- The professional persona required of the successful candidate includes but is not limited to; the facilitation of, or delivery of presentations to C-Suite level clients, positive internal and external business interactions and the overall ability to manage productive relationships within this collaborative position

### Other *functions* of the job:

- Expand and grow in your role when supporting miscellaneous duties as requested

### Skills / traits that we value for this role:

- Minimum of two (2) years of demonstrated outside sales success
- Extensive sales and presentation skills and a customer service focus
- Ability to generate new business sales, retain existing business and cross sell other lines of business
- Relevant understanding of Employee Benefit products preferred, training will be provided
- Life and Health license; Or the ability to attain in the first 90 days
- Extensive computer skills and knowledge of Microsoft Office, including Word, Excel, PowerPoint & Outlook
- Ability to work well independently and on a team
- High energy and professional image
- 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 especially in regard to prioritization
- Participates in projects on an as-needed basis
- Precise communication skills, even under time constraints



*'Lawley provides equal employment opportunities (EEO) to all employees and applicants for employment without regard to age, race, creed, color, religion, sex, sexual orientation, national origin, citizenship, immigration status, gender identity or expression, military status, familial status, marital status, disability or genetics.'*

## **A bit about Lawley!**

- We are not a call center environment
- We achieve success by building genuine relationships together, with our teams and clients
- We are a family owned insurance broker (nearly 70 years!)
- We are deeply committed to the communities we serve and love to get involved
- We work hard and play hard!!!

## **Why Lawley?**

- Competitive commission structure with opportunity for residuals AND ownership in your book of business!
- Expansive Benefits (Medical, Dental, Vision—and SO many more)
- Company 401K contribution received starting Day 1 (for participants 21+ years old)
- Sales performance coach, educational support, career development, and growth opportunities
- Schedule flexibility, and unlimited PTO
- Job Security (we've never had a lay-off, even during the pandemic)
- Comfortable, family-oriented culture, with an emphasis on work life balance and support
- Fulfilling opportunities that align with your career path and our business needs

Compensation for our production/sales positions are based on commissions. In some hiring situations, we may choose to invest and offer an interim base salary based upon an applicant's experiences, background, and potential book of business. If applicable, a reasonable estimate of the current base salary range is \$56,750.00 to \$101,279.75 PLUS commissions.

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