

# 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 (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 salary and referral bonuses!
- Expansive Benefits (Medical, Dental, Vision—and SO many more)
- Unsupervised PTO AND a generous holiday schedule – available 1st day!
- Company 401K contribution received starting Day 1 (for participants 21+ years old)
- Educational support, career development, and growth opportunities
- Job Security (we've never had a lay-off, even during the pandemic)
- Flexibility, including hybrid schedules! Business hours 8am-4:30pm with networking/events after hours as needed.
- Comfortable, family-oriented culture, with an emphasis on work life balance
- Unlimited Volunteer Time Off opportunities (so you can assist in serving our communities)
- Fulfilling opportunities that align with your career path and our business needs

The compensation range for this position takes many factors into consideration including but not limited to: years of experience/training, skill set, and licenses/designations. It is not typical for an individual to be hired near the top of the range for a position as circumstances and location can vary in every hiring situation. A reasonable estimate of the current range is \$56,750.00 to \$101,279.75 PLUS commissions.

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