



Assistant Vice President, Life and Worksite Sales

Job Summary

The Assistant Vice President, Life and Worksite Sales is responsible for building relationships to increase the sale of Life and worksite products through appropriate distribution channels. In collaboration with the Vice President, the AVP, Life and Worksite Sales creates effective sales strategy and corresponding activity plans to profitably grow our Life and worksite product line. The AVP, Life and Worksite Sales serves as a strategic liaison between distribution and our internal sales and other operational areas. This position reports to the Vice President, Sales.

Primary Responsibilities

- Develop and implement sales strategies, recruitment activity and plans to increase profitable Life and worksite sales to reach mutually established sales goals
- Determine and prioritize the distribution that will be most successful in marketing products to target customers and develop strategies for successfully recruiting, training/educating and retaining this distribution
- Work with Marketing, Communications and Research department to plan, develop and organize all Life and worksite marketing strategy, communications and collateral material
- Oversee the hiring, training and development of worksite regional sales management and internal sales staff; manage performance to ensure activities and associated goals support the marketing strategy and sales goals and are achieved and effectively and efficiently applied
- Travel and work throughout Illinois Mutual territories either with Life or worksite regional sales management or on own to further develop distribution relationships to sell Life and worksite products
- Maintain a cooperative and positive working relationship with Underwriting and others in the Home Office providing proactive communication and collaborating on various initiatives as necessary
- Provide expertise on products, concepts, systems or service topics given experience and exposure to field
- Actively participate in product development by providing industry input, competitive ideas and creative solutions; communicate sales trends and suggested objectives/initiatives to drive more growth
- Maintain integrity of company image, philosophy and methods in all communications and dealings



Primary Responsibilities Cont.

- Stay abreast of industry trends and maintain knowledge of key competitors' products and services; proactively develop new processes where appropriate and collaborate on marketing initiatives
- Assist with sales and product training programs and initiatives for internal sales team members
- Serve on Company committees as required
- Other duties as assigned

Qualifications

- Bachelor's degree* required
- Minimum 3 years insurance management and leadership experience; additional experience strongly preferred
- Demonstrated success in the Life or worksite sales market, preferably that includes Home Office product and sales development in a mid to high level leadership role
- Comprehensive understanding of brokerage market and strong experience of implementing effective distribution strategies
- Comprehensive understanding of current market conditions within the Life or worksite insurance industry as well as broad based knowledge of all products, sales concepts, and resources being utilized in today's marketplace
- Excellent relationship building skills
- Strong organizational, planning and time management skills
- Strong leadership and management skills
- Outstanding verbal and written communication skills - including presentation and public speaking skills
- Excellent interpersonal and problem-solving skills
- Professional attitude, enthusiastic, and reliable
- Ability to work and interact with respect in a team environment
- Able and willing to travel
- Highly proficient in Microsoft Word, Excel and Power Point
- Must be currently located in or willing to relocate family to Peoria, Illinois

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