



Internal Regional Sales Representative, DI

Job Summary

The Internal Regional Sales Representative (IRSR) is responsible for building agent relationships and increasing disability income insurance sales through proactive and targeted outbound phone activity and assertive sales contribution through a variety of activities and projects. The IRSR works directly with a designated Regional Sales Manager (RSM) to grow their region's sales and distribution partnerships and reports directly to the Internal Sales Manager.

Primary Responsibilities

- Possess strong knowledge of our products, competitive marketplace, agent distribution, tools (sales and technology) and overall sales system to best leverage available resources and support RSM's efforts to develop and foster effective sales relationships and increase business through regional contacts.
- Proactively call GA's/Agents in assigned territory to provide sales support, education, enhance relationships and identify new sales opportunities; achieve designated contact goals as outlined by sales management.
- Implement focused recruiting strategies/marketing activities and develop and execute outbound sales calling campaigns to existing and prospective distribution partners.
- Respond promptly and accurately to producer inquiries providing expertise on products, concepts, illustrations, systems or service issues. Conduct effective situation diagnosis and follow through to address issues and drive them to resolution.
- Train agents and key staff from various distribution relationships on Illinois Mutual's products, services and systems. Play a key role in planning, coordinating, implementing and participating in workshops and conducting webinars.
- Coordinate and oversee on-boarding process for select new agents ensuring communication with Agent Contracting and Commissions to establish a successful start to an Illinois Mutual sales relationship.
- Assist various agencies/distribution with case process coordination and communication from pre-sale to initial receipt to underwriting decision.



Primary Responsibilities Cont.

- Stay abreast of industry trends and maintain knowledge of key competitors' products and services in order to more effectively position Illinois Mutual. Proactively provides marketing and sales input to Internal Sales Manager. Provide sales management with input on developing and implementing new products, processes, concepts, systems and marketing initiatives.
- Perform other job-related duties or special projects as requested as needed.

Requirements

- Bachelor's Degree required*
- Insurance industry and/or sales designations strongly preferred
- Ability to build, motivate and retain agent relationships that translate into production
- Strong sales skills and willingness to further develop in this area
- Ability to conduct oneself with professionalism and integrity
- Strong communication and presentation skills
- Demonstrated commitment to continued learning shown via participation in on-going training, education and/or earned designations
- Goal oriented, self-motivated and demonstrated initiative
- Ability to multi-task
- Good problem solving skills
- Ability to work under pressure and remain focused while maintaining a positive attitude
- Attention to detail and strong follow through
- Highly organized – possessing the ability to prioritize work load with disciplined time management skills
- Ability to work and interact with respect in a team environment
- Proficiency with Microsoft Word, Excel, Power Point

**College or university must be sufficiently accredited and listed in the U.S. Department of Education Accreditation Directory.*

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