

Regional Sales Manager, Disability Insurance

Job Summary

Regional Sales Managers, Disability Insurance (RSM) manage their regions with the primary objective of building agent relationships and generating the assigned disability income insurance sales growth in their designated territory. The RSM works directly with the internal sales team, as needed, to further the development of strong sales relationships and reports to the Assistant Vice President, DI Sales. Position is eligible for Sales Incentive Program, in lieu of Company Incentive Program.

Primary Responsibilities

- Partner with Assistant Vice President, DI Sales to determine the most appropriate activity to reach the target distribution that will be most successful in marketing Illinois Mutual DI products and develop a strategy for successfully catering to this target distribution.
- Motivate and retain existing agent production and create new relationships through phone contacts, meetings, regional training seminars and coordinated efforts with internal sales team members.
- Communicate to management regularly in regards to region progress, activity changes, and ideas or initiatives that could benefit regional agents.
- Work with internal sales team members to determine targeted phone activity and keep team informed of leads from the region and support-related needs generated from field meetings/ requests.
- Conduct quality field calls by understanding the agent's business, educating agents about Illinois Mutual DI products, by providing necessary agent supplies, and by discussing proposal information as requested. Complete call reports and update sales system to document meetings per outlined format as assigned/directed by internal sales management.
- Travel regularly to work effectively throughout designated territory and provide face-to-face agent interactions important to building relationships.
- Build positive relationships and maintain excellent communication with all departments in the Home Office.
- Execute job functions with expertise, energy, professionalism and integrity.

Job Qualifications

- Bachelor's Degree required*
- Minimum 3 years of DI sales industry experience required; additional years of experience strongly preferred
- Professional insurance designation strongly preferred
- Willingness and ability to work and travel through regional territory approximately 60% of the time
- Proven track record of growing DI or life sales in a respective region which includes recruiting, training, motivating, and building productive agent relationships



- Comprehensive understanding of the overall brokerage market and strong experience of implementing effective distribution strategies
- Comprehensive understanding of current market conditions within the individual DI insurance industry as well as broad based knowledge of all individual DI products being utilized in today's marketplace
- Strong leadership qualities and initiative
- Exemplary professionalism and proven integrity
- Ability to work under pressure and remain focused
- Excellent problem solving skills
- Superior relationship building skills
- Enthusiastic team player possessing positive attitude
- Outstanding verbal and written communication skills - including presentation and public speaking skills
- Excellent organization and time management skills
- Proficient with Microsoft Word, Excel, Power Point

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

[Download an Application](#)