



## Western Regional Sales Manager, Life Insurance

### Job Summary

Regional Sales Managers, Life Insurance (RSM) manage their regions with the primary objective of building agent distribution relationships to generate the targeted life insurance sales growth in their respective territory. The RSM works directly with the internal sales team to achieve the designated sales initiatives to further the development of agent relationships and grow their business across the region. The RSM reports to the Assistant Vice President, Life and Worksite Sales. Position is eligible for Sales Incentive Program, in lieu of Company Incentive Program.

### Primary Responsibilities

- Partner with Assistant Vice President, Life and Worksite Sales to determine the most effective activity to reach the target distribution partners that will be successful in selling Illinois Mutual life products and develop a defined strategy for successfully recruiting and growing this distribution channel
- Motivate and retain existing agent production and create new relationships through phone contacts, meetings, regional training workshops, and coordinated efforts with internal sales team members.
- Proactively communicate with management in regards to regional progress, activity changes, industry and competitor trends, and ideas or initiatives that could benefit agent distribution and grow sales.
- Work with internal sales team members to determine targeted activity plan via phone and webinars 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 model, educating agent distribution about Illinois Mutual life products, sales concepts, sales tools, resources, and best practices to help grow their business.
- Complete recruiting reports and update sales system to document all activity including phone calls, agent meetings, and workshops per outlined format
- Travel regularly to work effectively throughout designated territory and achieve face-to-face agent meeting objectives to grow existing partnerships and build new agent relationships.
- Build positive relationships and maintain excellent communication with all departments in the Home Office.
- Execute job functions with energy, professionalism and integrity.



## Job Qualifications

- Bachelor's Degree required\*
- Minimum 5 years of Life sales industry experience required; additional 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 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 life insurance industry as well as broad based knowledge of all life products, sales concepts, and resources 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
- Highly 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.

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