

Bi-Lingual (English/Spanish) Account Executive: Group Insurance & Voluntary Benefits, Mid-market Segment (<500 lives)

Location: Miami, FL

Salary: Base \$45-\$60k, plus commission. Great comp plan.

Company Information

- Our client offers group employee and affinity member benefit insurance products.
- Products include:
 - Core: Life, AD&D, Dental, LTD, STD
 - Worksite/Voluntary: Life, disability, Accident, Cancer, Critical Illness, Annuities, Hospital Indemnity

Community Information

- With an energetic global business center with one of the world's busiest airports, Miami is home to more than 1,500 multinational companies. As America's seventh largest marketplace, Miami is one of the world's most exciting and enjoyable communities
- Our client is dedicated to the growth of sustainable, prosperous communities.
- Our client strives to be a good corporate neighbor by providing community partners with financial investments of grants and sponsorships.
- The company encourages employees to give back through volunteerism, pro bono services and board participation.

Your Role within the Company

- Identify and develop new sources of business through conducting sales seminars and promotions through our three primary distribution channels: Benefit Brokers, Classic Worksite Brokers and General Agents.
- Reporting to the General Manager, primarily targeting employers with fewer than 500 lives.
- Effectively recruit, train and develop brokers and producers to sell our broad portfolio of group insurance and voluntary products.
- Drive sales plan for both group and voluntary business by motivating brokers and producers.
- Remain current on competitive issues and industry trends and advise Sales Management.
- Improve knowledge of products through company training and skills development. Adhere to performance measurement standards through utilization of company tool and programs.

Background Profile:

- 1-2 years experience in group core AND voluntary insurance sales exhibiting a successful track record with a carrier.
- Excellent communication skills
- Valid health and life licenses
- Travel, as required
- Bilingual in English and Spanish