



Elite Marketing Group
An Insurance Designers member since 1986

Employee Job Description

Name:	
Job Title:	Head of Sales, Managing Sales Director
Department:	Sales
Classification:	Full-Time / Exempt
Reports To:	Durr Sexton, CLU – President, CEO

Job Description:

- Seasoned insurance sales lead for 10+ person team.
- Work with sales team to set and achieve group and individual goals.
- Ability to build metrics for group and manage diverse sales team.
- Evaluating and adjusting performance, while developing processes that drive sales.

Responsibilities:

- Leading sales team to establish and reach targets.
- Recruiting, hiring, and training sales staff. Experience required.
- Broad based sales experience in Life, Annuity, and Health insurance fields.
- Keep sales team motivated and on track to attain their yearly goals.
- Weekly meeting with sales team.
- Help promote company will and initiatives.
- Manage, organize and maintain sales team.
- Create sales reports for group and each sales director.

Qualifications:

- Proven track record of success is a must.
- Bachelor's Degree and sales team leader experience – 5 years minimum.
- Strong ability to communicate effectively, both verbal and in writing, to sales team, agents, and carrier representatives.
- Strong communication and computer skills – can quickly learn to use internal and carrier software. Smart Office working knowledge is a plus.



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Send cover letter and resume to:

Human Resources
EMG Insurance Brokerage
Atten: Lisa Ehlert
10000 Memorial Drive Suite 200
Houston, TX 77024

Email: lehlert@emgbrokerage.com

Fax: (713) 507-1090

No phone calls or walk-ins.