



Elite Marketing Group
An Insurance Designers member since 1986

Employee Job Description

Name:	
Job Title:	Sales Director, Life and Annuities
Department:	Sales
Classification:	Full-Time / Exempt
Reports To:	Durr Sexton, CLU – President

Job Description:

- Recruit new agents/agencies to work with EMG.
- Increase overall business with EMG.
- Advise agents with best product for their clients' needs.
- Make sales calls with agents as needed.

Responsibilities:

- Recruiting agents/agencies for life and annuity business.
- Stay current on product and process changes.
- Help promote company good will and initiatives.
- Run illustrations for agents as needed.

Qualifications:

- Extensive knowledge and working background for Life and Annuities.
- Strong ability to communicate effectively, both verbal and in writing, to agents, employees, and carrier representatives.
- Strong communication and computer skills – can quickly learn to use internal and carrier software. Smart Office working knowledge is a plus.
- Proven success with 5+ years' experience in recruiting agents/agencies.
- Proven track record of production/producing life and annuity sales.
- Problem solving skills.
- Group I license (L&H), variable license is a plus but not necessary.
- Bachelor's Degree



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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.