



Internal Sales Specialist

Join our amazing team of talented professionals that are helping to protect the lives of people every day. We are an employee owned, national, multi-line Brokerage Agency that provides dedicated support and innovative resources to those who provide financial solutions to families and businesses. We need a self-motivated, forward-thinking individual who can develop advisor relationships and design creative product solutions with advanced marketing concepts. Working well on a team and taking pride and ownership of the role is paramount.

Job Description:

- Drive sales and retention of existing advisor/corporate relationships
- Represent AIMCOR and KAFL's portfolio of insurance products knowledgeably and effectively so that advisors can clearly identify the benefits of the products relative to its competitors.
- Case design, running illustrations, and preparing quotes and proposals for Brokers
- Prepare Brokers and clients with the necessary new business applications and forms to write a case
- Assist with case planning composites and summary presentation spreadsheets
- Share business building ideas and strategies with Financial Advisors
- Provide technical information to advisors on advanced marketing concepts and assist in case design
- Offer and coordinate client marketing programs with assigned advisors (ie: client and prospect seminars)
- Establish and meet call activity expectations and monthly sales goals
- Participate in continuous training and enhance personal industry product knowledge to effectively communicate and build credibility with financial advisors/clients
- Work closely with other business partners to align activities and plans for all our territories and its advisors
- Proactive marketing follow up to ensure application submission
- Develop collaborative quarterly business plans with external marketing team to assist them in the development of specific territories

Qualifications:

- Undergraduate degree or equivalent experience required
- Candidate must be motivated with strong selling skills and the ability to drive his/her objectives relatively autonomously.
- At least 3 years of wholesaling, internal or advanced marketing experience in the life insurance, financial planning, or other related field as well as proven success working with financials professionals to incorporate protection solutions as part of a holistic financial planning process.
- Limited travel within Northeastern region required. This region includes Upstate New York and Western and Central PA.
- License (s): Applicable State Insurance Licenses (Required)

Apply today at www.kaf.com/careers!!!

