

JOB DESCRIPTION

HYBRID WHOLESALER

ABOUT THE JOB

Are you enthused by engaging in conversations with agents and advisors to promote products and services that better the financial well-being of others? Are you at your best when delivering Gold Standard care with the mission to assist them in preparing for and protecting the life's work of their clients? Are you entrepreneurial-minded, driven to help others, love the thrill of working in a competitive and collaborative team environment, and understand how to solve challenges empathetically?

IF THIS DESCRIBES YOU, WE NEED TO TALK

- Achievement-oriented – driven to win despite external challenges.
- Innovative – prefers working in unconventional ways or engaging in tasks that require creativity.
- People-oriented – enjoys interacting with people and working on group projects.
- Creative – enjoys finding solutions for your producers and their clients.

As a Hybrid Wholesaler with 1891 Financial Life, you will position our suite of life insurance and annuities to independent agencies for one of ["The World's Best Life Insurance Companies,"](#) according to Forbes.

Key Responsibilities:

- Sources and engages prospective agencies to promote life insurance and annuity products and services.
- Foster relationships with existing agencies, partnering to drive their core values and initiatives.
- Using a consultative process, identify opportunities where life insurance and annuity products fill voids.
- Educate agencies on products, processes, and sales strategies.
- Liaise between agencies and home office personnel.

Preferred Skills and Abilities:

- 3 – 5 years' B2B and B2C sales experience preferred.
- Knowledge of insurance products and industry preferred.
- College degree or equivalent experience, or combination of.
- Impressive interpersonal, presentation, facilitation, verbal, written, and consultation skills.
- Adept at cultivating and maintaining winning relationships with agency personnel.
- Driven to win despite external challenges.
- Some travel (<25%).
- Life and Health Insurance (will help candidate obtain if not already licensed).

Compensation: 1891 Financial Life offers a competitive salary and variable compensation program based on experience.

Benefits: Health, Dental, Vision, Life, 401(k), Long Term Disability, Short Term Disability, Paid Holidays, PTO.

Work Location – on-site (not remote): National Headquarters (200 N. Martingale Rd. Ste. 405, Schaumburg, IL 60173)