



LION STREETTM

Owned by Fiercely Independent Advisors

Vice President of Life Operations

This role will be responsible for optimizing the operations of the life insurance business at Lion Street, to include coordination and alignment of advanced case design, underwriting, and new business teams and initiatives to support our 150 firms across the country. Lion Street has experienced tremendous growth in sales, as well as the number of firms all of whom require sophisticated resources to be built and managed to the firm's expectations and needs for growing their own business.

The ideal candidate will bring energy and experience with an entrepreneurial mindset. The VP of Life Operations will report directly to the Senior VP of Life Sales & Marketing, James Joyce.

Role and Responsibilities to include

- Optimizing alignment of resources and internal teams to support firms based on quantitative and qualitative measures and recommend protocols for specific business lines and segments
- Engagement with marketing team to develop a strategic plan for departments and writing/development of collateral to properly merchandise our resources, subject matter expertise, & teams, and prepare for Lion Street meetings
- Key liaison to technology team for projects and initiatives related to tools, applications, technologies, or platforms to be used in the new business process and with insurance carriers
- Work directly with insurance carrier dedicated teams to manage mutual business plans and projects that drive alignment between organizations
- Manage new business and underwriting personnel for proactive and sophisticated engagement with firms in coordination with existing heads Underwriting and New Business
- Provide reporting, insights, and plans on sales pipelines and trends, product and market breakdown, and internal team activities

Job Details / Background Preferences

- Role is based at our headquarters in Austin, Texas; relocation is possible
- Background in Advanced Sales and/or Advanced Underwriting, with a focus on internal sales desks and operations
- Understanding of how producers work directly with insurance companies, brokerage general agencies, and through a national groups like Lion Street
- Strong communication and leadership abilities to speak with team members, sophisticated firms, and important business relationships

Benefits

In exchange for your hard work and dedication, we offer:

- Competitive compensation package
- Medical, dental, vision, life insurance and disability
- Paid time off
- 401K with company match

We work to maintain the best possible environment for our employees, where people can learn and grow with the Company. We strive to provide a collaborative, creative environment where each person feels encouraged to contribute to our processes, decisions, planning and culture.

About the Company

Lion Street is a leading financial services company based in Austin, Texas. Lion Street provides elite independent life insurance and wealth advisory firms access to the financial products, intellectual capital, and specialized resources they need to meet the sophisticated needs of high-net-worth and corporate clients. Every affiliated financial advisor is a stockholder of Lion Street. Together, Lion Street's Owner-Firms are strongly committed to building a fiercely independent, yet highly collaborative network of professionals.

For more information on Lion Street, please go to www.lionstreet.com.