



LION STREETTM

Owned by Fiercely Independent Advisors

Life Insurance Internal Wholesaler

Overview

Lion Street is searching for a Life Insurance Internal Wholesaler to provide internal and agent support for life insurance sales activities. Joining our experienced team of life insurance professionals, you will be responsible for providing product analysis, illustration and case design support/resources to owner-firms to drive sales through Lion Street.

Job Duties

- Support producers and their team members in the area of product selection, case design and illustration fulfillment in conjunction with dedicated sales teams.
- Maintain broad knowledge of life insurance products available from Lion Street carriers and assist firms upon request in navigating this landscape as part of the sales process.
- Provide training and assistance to firms in utilizing the product and sales resources available through Lion Street, which includes:
 - Tracker, Lion Street's proprietary illustration system
 - Grids and guides
 - Product analytics
 - Playbook sales ideas
- Proactively correspond with firms to share ideas and participate in team sales campaigns as assigned by management to help drive sales
- Work with Lion Street carriers and alliances to leverage existing product experts and resources.

Desired Skills and Experience

- 5+ years of experience in life insurance industry, case design, internal wholesaling and/or competitive intelligence preferred
- Broad knowledge of life insurance products and how they can be optimally designed to meet the needs of clients
- Intermediate level expertise in using Microsoft Excel
- Highly responsive and proactive with field salespeople
- Enjoys working with producers and their staff
- A doer looking for innovative environment where impact of efforts can be immediately seen and where few obstacles exist to being able to apply skills and talents
- Strong communication and customer service skills

- Willing to take initiative, exhibit creative thinking and take ownership of cases
- Self-starter attitude and strong desire to provide excellent results
- Ability to excel in a dynamic, fast-moving company environment
- Resides in or willing to relocate to Austin, TX

Benefits

In exchange for your hard work and dedication, we offer full-time employees:

- Competitive compensation package
- Benefit package: medical, dental, vision, 401K
- Located in downtown, we offer a gym discount, provide commuter allowance, and a great view of Austin
- Company provides snacks, assorted beverages and a stand-up desk workstation

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.

www.lionstreet.com