



LION STREETTM

Owned by Fiercely Independent Advisors

Director of Annuity Business

Our annuity business is expanding, and we are seeking to continue to develop credibility and expertise in this line of business. We are now focused on taking our affiliated owner-firms to a new level of success in the Annuities market by adding a Business Development position to assist them in identifying and closing new opportunities.

This expertise along with a demonstrated track record of running annuity distribution will be used to drive sales by assisting our firms in identifying opportunities within their existing relationships and beyond. In addition to assisting firms drive new sales, this position will also be responsible for managing strategic third-party vendor relationships and identifying new firms, whose current focus is on the Annuities market, to join Lion Street.

Job Responsibilities

- Work with sales professionals at Lion Street owner firms to identify opportunities within their existing relationships and develop new leads
- Work opportunities alongside the sales professional providing the subject matter expertise in areas of annuity concepts, product selection and product features that address client goals and objectives
- Ability to help our sales professionals “close” the deal with the client
- Maintain highly responsive and proactive relationship with sales professionals
- Facilitate and contribute to projects related to the advancing the Annuities market for Lion Street firms
- Work with Lion Street carriers and alliances to leverage existing product experts and resources to assist owner-firms where applicable
- Present and speak at various Lion Street and related meetings and calls
- Maintain broad knowledge of life insurance products as it pertains to resources, products and strategies to support Annuities sales
- Evaluate, develop and implement future strategies on how to further scale Lion Street’s annuity business

Desired Skills and Experience

- 8+ years of experience in the Annuities and life insurance industry
- Broad knowledge of annuity carriers and product offerings, both fixed and variable
- Broad knowledge of annuity IMOs and their offerings

- Demonstrated understanding of annuity distribution revenue models, carrier contracts and related hierarchies
- Experience building and bringing annuity products to market
- Familiarity with how life insurance products can be designed and utilized to meet the needs of clients in the business and executive benefit markets
- Experience in analyzing, preparing and explaining presentations that address the clients' needs
- Effective communication skills including writing, speaking and presenting on a variety of annuity related topics
- Motivated and willing to take initiative, exhibit creative thinking and take ownership of cases/projects
- Ability to excel in a dynamic, fast-moving company environment
- Expertise in Microsoft Office (specifically Excel)

Benefits

This position will have a compensation package and eligible for benefits.

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.