

Sales Director

Midwest Legacy Group is an entrepreneurial and growing financial services company looking for a financial professional interested in field leadership for our office in Lisle, IL. This is a full-time position with competitive compensation, benefits and exceptional reward and recognition.

Through the companies of OneAmerica®, Midwest Legacy Group offers a suite of asset-based long-term care solutions with features unavailable anywhere else. With the Care Solutions product suite from The State Life Insurance Company®, a OneAmerica company, clients can live a long life with the security of having LTC benefits to cover care if they need it or leave a financial legacy if they don't.

Duties:

- Recruit financial professionals annually and provide mentoring and/or joint field work based on company/agency objectives
- Maintain personal production at a prescribed level
- Support agency leadership in the operation and support of the agency organization
- Oversee agent onboarding and Agent Development Plan completion by all new recruits
- Supervise selling system proficiency and progress toward mastery for all career agents in unit
- Help recruits attain production levels equivalent to quality recruit production within first six months
- Assist all career agents in unit in Leaders' Conference qualification within 24 months after contract effective date

Desired Skills/Traits/Licenses:

- Experienced financial professional
- Demonstrated history of high productivity
- Coaching or mentoring experience
- Attention to detail and accuracy
- Interpersonal skills
- Multi-tasking skills
- Positive attitude
- Success-driven
- Communication skills
- Relationship-builder
- Strategic thinker
- Discipline
- Perseverance
- Honesty
- Organized
- Ability to interact with diverse groups
- FINRA Series 65 or series 7 and 66 licenses and life/health insurance licenses