

Argentina Jobs Expertini®

Regional Vice President - Retirement Plan Sales (Nashville, TN)

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Company: The Standard

Location: Argentina

Category: other-general

At The Standard, you'll join a team focused on putting our customers first.

Our continued success is driven by a high-performance culture. We're looking for people who are collaborative, accountable, creative, agile and are driven by a passion for doing what's right – across the company and in our local communities.

We offer a caring culture where you can make a real difference, every day.

Ready to reach your highest potential? Let's work together.

****Ideal candidate will live in the Nashville, TN area.** You must be located in the territory and willing to travel for this position (TN, MS, AR, Northern LA) **

Excellent field sales opportunity selling retirement plan products!

What You'll Do

You'll provide consultative sales services to our partners – focused on educating customers on our retirement products and services. You'll work collaboratively with the internal retirement plans sales team to ensure customer retention and satisfaction.

Key Responsibilities

Develop and manage a large territory, uncovering new sources of business.

Ensure quota attainment to attain sales targets and drive customer satisfaction, utilizing the full range of resources The Standard provides.

Continually improve product knowledge, sales skills and competitive intelligence knowledge to effectively compete in your assigned market.

Proactively seek out opportunities to mentor others and improve practices to enhance the success of the local, regional and national sales team(s).

The Skills and Background You'll Need

Bachelor's degree, preferred but not required.

Securities licenses 6, 63, and 65 required.

5+ years experience in a field / outside sales role selling retirement plan products (401k, 403B, 457, mutual funds).

Must have experience traveling and working a territory.

Strong experience with retirement plans and wholesaling.

Excellent driving record required. Must be insurable under corporate insurance carrier.

Proven results attainment in sales: Demonstrable quota attainment, solid and aggressive prospecting skills, territory management methodology and finalist presentation experience.

Standard Insurance Company, The Standard Life Insurance Company of New York, Standard Retirement Services, Inc., StanCorp Equities, Inc. and StanCorp Investment Advisers, Inc., marketed as The Standard, are Affirmative Action/Equal Opportunity employers. All qualified applicants will receive consideration for employment without regard to race, religion, color, sex, national origin, gender identity, sexual orientation, age, disability, or veteran status or any other condition protected by federal, state or local law. The Standard offers a drug and alcohol free work environment where possession, manufacture, transfer, offer, use of or being impaired by an illegal substance while on Standard property, or in other cases which the company believes might affect operations, safety or reputation of the company is prohibited. The Standard requires a criminal background investigation, employment, education and licensing verification as a condition of employment. All employees of The Standard must be bondable.

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