

Regional Sales Manager

Locations: Houston, Dallas and West Texas from El Paso to Brownsville

The Regional Sales Manager's overall responsibility is to carry out the initiatives and functions of the Hermann Sons Life Sales Department. Drive sales growth within the region of responsibility by recruiting, educating, and supporting the field agents. The Regional Sales Manager reports directly to the Vice President of Sales. Sales Managers will be working remotely, meeting with agents and agent prospects, as well as attending lodge meetings as a part of the role. Must be willing to travel occasionally on a regional basis, with some overnight stays possible.

Responsibilities

- Recruit, train, and mentor new field agents on a consistent basis
- Mentor, coach, develop and support current field agents
- Promote and encourage licensing and continuing education of the field agents
- Monitor and evaluate individual agent performance and work with the Vice President of Sales on performance improvement measures
- Keep fully informed and follow the rules, laws, regulations, and procedures of the Hermann Sons Life organization
- Maintain required continuing education credits and current license
- Work with field agents to encourage lodge engagement and membership growth working with the local lodge leadership
- Travel to and within the region on a consistent basis in furtherance of the goals of the sales department and the job responsibilities of recruiting, training, and mentoring field agents
- Report any ethical, legal, or compliance issues or any other actions detrimental to the Hermann Sons Life organization
- Regional sales lead management
- Liaison with the Marketing Manager on any regional or local level marketing efforts on an as-needed basis
- Submit activity and expense reports as determined by the Vice President of Sales
- Any other duties as assigned by the Vice President of Sales

Qualifications

- Life insurance and annuity sales experience
- Current or previous sales management experience
- Texas licensed life insurance agent
- Excellent communication skills
- Working knowledge of MS Office products and tools; Outlook, Word, Excel and PowerPoint
- Possess and maintain a valid and current Texas driver's license
- Vehicle insurance requirement coverage of 100/300/50.: \$100,000 bodily injury liability insurance per person, \$300,000 total bodily injury liability insurance per accident, and \$50,000 property damage liability per accident

Compensation

\$60,000 - \$70,000+ Bonus (DOE)