

Sales Professional - Employee Benefits

Ancora is seeking a New Business Producer to support our Employee Benefits team. The position is responsible for direct retail sales with a primary focus on driving new business clientele and revenue for the Benefits team.

Location

This position is located at Ancora's Westlake, Ohio office. It is a hybrid role.

Duties & Responsibilities

- › Achieve annualized new business sales and financial goals
- › Pipeline management to identify and prioritize leads and accounts for follow up
- › Generate lead activity through prospect sales calls
- › Develop ongoing strategies and selling techniques to acquire new business
- › Develop skills on preparing for first appointments, advancing, closing and retaining of business
- › Attend community events, seminars, trade shows, work personal networks and participate in activities that drive new business sales goals
- › Understand and explain Ancora's competitive differentiation to prospects
- › Partner with Ancora's relationship managers in other verticals of the firm to share cross-sell opportunities
- › Collaborate with the account management team on significant account management services for clients
- › Attend internal and external trainings to keep up-to-date on insurance market trends, local laws and new/changed coverages

Qualifications

- › College degree preferred.
- › 3+ years of retail sales experience with proven track record of sales success
- › Current Life and Health insurance license preferred (or within 60 days of employment)
- › Strong knowledge of Employee Benefits
- › Strong working knowledge of Microsoft Office applications and general PC skills
- › High ethical standards and ability to maintain confidentiality while following organizational policies and procedures
- › Team-oriented with effective interpersonal communication skills and a desire to learn and help others
- › Highly organized and accountable with attention to detail and accuracy
- › Ability to multi-task with a strong work ethic
- › Professional appearance and demeanor

Benefits

Ancora offers a competitive salary and excellent benefit package with a culture of teamwork and recognition.

T 216-825-4000
F 216-825-4001

Ohio
Cleveland

Michigan
Detroit

Florida
Naples

About Ancora

Ancora is client-focused and growth-oriented investment and financial advisory firm based in Cleveland, Ohio. The Firm is recognized for providing investment advisory, money management, insurance and retirement plan advisory services to individuals and institutions. Ancora promotes a friendly, family-oriented work environment and encourages our employees to strive for personal and professional growth with the highest level of integrity.

Ancora is an Equal Opportunity Employer

All qualified applicants will receive consideration for employment without regard to race, color, religion, sex, national origin, protected veteran status, disability, or any other basis protected by applicable law.

Visit www.ancora.net for more information.

Apply

Apply online at www.ancora.net/careers or email careers@ancora.net.

