

### Position Summary

AIP Marketing Alliance is **EXPANDING** and looking to add a dedicated professional to its Annuity & Life Insurance department in the role of a **Life & Annuity Sales Support Specialist**. We are comprised of motivated, self-directed, competitive, independent, hardworking leaders who love to work together to accomplish team objectives but who pride themselves on individual achievement. This individual will work to effectively develop new sales leads, manage inbound service requests, and build a book of business. This person should have significant inside sales cold calling experience as well as strong communication skills. In this position you will be responsible for creating, maintaining, and optimizing relationships with our network of agents and wholesalers. You will build and develop agent and wholesaler relationships to promote AIP and our portfolio of products. If you are looking for an opportunity where you are rewarded for your results and want to make a difference in the lives of those you work with, please send your resume for consideration.

First year salary is a combination of hourly rate, bonus structure and commissions. Paid Medical Insurance, 401(k), Paid Vacation and Holidays. **GREAT Opportunity with Growth Potential!**

### Primary Job Functions

Our ideal representative has a high degree of integrity and professionalism with customers and our teams and can quickly learn new information. You must possess excellent verbal, written and telephone communication skills and manage detailed work such as paperwork and customer follow-up. You must also have a strong work ethic, demonstrated enthusiasm and an entrepreneurial spirit.

- **2+ years of Life Insurance or Annuity experience.**
- Experience executing effective sales strategies.
- The ability to work in a fast paced, multi-functional, focused position.
- Accountability in carrying out both routine and complex tasks.
- Meet established productivity standards and timelines for responding to agent needs & inquiries.
- Ability to cultivate a sales performance and service environment, while functioning as part of a team to achieve desired results.
- Capable of making a positive impact and building rapport with others.
- Capacity to engage on an individual and/or group basis with a high degree of presentation and communication skills.
- Four-year college degree in finance, business or a related field or equivalent combination of education and relevant experience is desired.
- **NO JOB HOPPERS!!!**

### About AIP Marketing Alliance (AIPMA)

We are an established and successful full-service, national brokerage firm which is seeking a **Life & Annuity Sales Support Specialist**. Founded in 1981, the AIPMA is a National Marketing Organization that specializes in the distribution of Annuities, Life Insurance and Long-Term Care products. Visit [aipma.com](http://aipma.com) or our [LinkedIn](#) to learn about AIPMA!