

Director – Individual Sales

Belief in advisors, the ability to help, and an enthusiastic attitude are three key essentials to excelling as “Director of Individual Sales” with Global Pacific. Your winning approach and “can do” style helps attract more quality advisors to place their confidence in Global. Your keen interest and ability in life insurance product sales will help them sell more business and service it more effectively. You will be a part of our Leadership Team and critical to our future growth.

From roots in 1975 as a pioneering Gerling Global MGA, Global Pacific now offers top products from a broad range of supplier companies. We are proud of our network of high quality, independent Insurance and Financial Advisors and focus on providing them the highest standard of service, support and development.

Global Pacific is currently seeking a Director of Individual Sales.

Key Accountabilities:

- **Field and office sales work** with Global advisors on proposals, presentations and closes;
- **Track Contact Management** in our sales and marketing software;
- **Attract, select and recruit** new associates or groups of sales associates to Global Pacific;
- **Conduct/coordinate regular sales growth workshops/seminars** for Global associates;
- **Help Global** reach our sales and production goals;
- **Manage our advisor sales training** and development with supplier companies;
- **Monitor sales performance of Global associates** and help them reach their objectives;
- **Help Global associates plan** their annual production and achieve their goals;
- **Analyze records for sales and recruitment opportunities** or potential problems;
- **Helps develop strategic plans** for sales, recruiting and marketing;
- **Works with other Global Teams to serve advisors** and thereby grow the company;
- **Provide sales leadership** commentary through Global's regular newsletters; and
- **Track productivity and production** reports to recognize top advisors.

Qualifications:

Our next Sales Development Director will be a leader in the BC insurance industry. You will have extensive experience recruiting and developing insurance-based financial advisors. You will have a knack for helping people achieve their sales goals. You will be prepared and motivated to help prepare sales presentations and go out on joint calls when necessary. Your proven interest in, and talent for, the advisor role will be contagious.

Some of the hard qualifications we expect include:

- Successful experience in career sales management would be highly desirable;
- Interest, ability and desire to recruit new advisors;
- High degree of self discipline with a strong interest in the advisor channel;
- Excellent reputation in the insurance and investment industry;

- Unquestioned integrity and character;
- Track record of high achievement;
- Proven leadership ability;
- A university degree or the equivalent in relevant expertise and experience;
- A current Life Insurance license with E&O; and
- An appropriate financial industry designation.

If you are looking for a new opportunity with a true market leader there are few better than this. The salary and benefits package is impressive. This is a company that truly believes in rewarding their staff and offers a defined career path for all their employees. If you have the relevant experience and are seeking a new challenge, we would certainly like to hear from you.

For more information about the company please visit www.globalpacific.com.