

ABOUT ADVISORNET FINANCIAL

AdvisorNet Financial has been an innovative leader in the financial services industry for over 62 years. We provide the services and support independent financial advisors rely on to operate their firms efficiently and competitively. Over the years we've developed a vast network which allows us to provide our 300+ independent advisors access to the support services and industry partners that advisors in large institutions enjoy without having to be part of a large institution. For more information, please visit us at www.advisor.net.

You will be a great fit if you enjoy working with people and data in a very dynamic, fast-paced environment. Our group requires people to be friendly, outgoing, and to thrive in an environment working on and in the business at the same time.

RESPONSIBILITIES**Overview:**

The Vice President of Insurance and Benefits will lead and manage service, sales and operations for AdvisorNet Insurance & Benefits. In addition to the day-to-day responsibility of leading the team, you will also develop and execute key strategic initiatives that will help us target, attract, and win new business.

The Vice President must be skilled and experienced with engaging in high-level strategic discussions with Advisors and executive teams, while also able to roll-up-the-sleeves. The successful candidate will be able to demonstrate core competencies in the areas of sales management, process improvement, execution and transformational leadership.

Key Areas of Responsibilities:

- Develop strategy, drive process improvements, define clear roles and responsibilities, operational guidelines, project plans, checklists, and service expectations for sales, benefits, contracting, case management and commissions teams. Focus on driving consistency in use and enhancements of the company's back-office system.
- Responsible for team leadership, coaching, development, goal setting, performance reviews and ongoing performance feedback.
- Develop and implement a service model for existing advisor and broker relationships, focused on client retention.
- Maintain an understanding of carriers' contracting, appointment, and business submission processes through industry professional association membership and utilization of carrier training resources. Stay current on changes in state laws, regulations, and regulatory requirements related to insurance and benefits licensing.
- Develop and implement marketing and communications strategy for ANI, including timelines, upcoming events, social media, webinars, etc.
- Serve as the key point of contact for insurance and benefit partners and vendors, including TruChoice, SureLC, AIN, and others.
- Develop sales plan to define how the sales team will obtain sales objectives, monitors progress towards those objectives, and adjusts plans as necessary.
- Manage overall sales process and set appropriate metrics for sales team to reach high standards of performance by establishing an environment that encourages and recognizes focus, service, dedication, and a sense of mission.
- Develop and implement the approved business plan and annual budget.
- Initiates, develops and maintains annuity and life insurance product sales offered through AdvisorNet.

QUALIFICATIONS

- Bachelor's degree required, MBA or equivalent graduate degree a plus.
- 10+ years of experience in the financial services/insurance industry
- 5+ years of sales management experience

- MN life and health insurance license, or ability to obtain in 90 days
- FINRA Series 6 or 7 preferred
- SmartOffice/Ebix proficiency a plus
- A drive for continuous professional development and growth.
- Strong ability to build external and internal relationships.
- Ability to work with and communicate effectively to various levels throughout the organization through daily interaction with Financial Advisors, as well as Senior and Executive Management across AdvisorNet.
- Operate in a team environment with a focus on advisor satisfaction.
- Demonstrated experience in building, leading, and coaching high performing teams.
- Ability to manage and lead a team effectively in dynamic and fast paced environment.
- Problem solving skills that enable efficient identification of issues; structuring and execution of analysis; development of actionable recommendations; and implementation of those recommendations.
- Ability to articulate issues with a balance that accurately reflects the importance and materiality of each, with candor and without exaggeration.
- Self-reliant, expert problem and solver results oriented.
- Holds oneself and team accountable for decisions, direction and deadlines.
- Strong understanding of current competition, its people, and products.
- Strong knowledge of Salesforce, PowerPoint, Word, Excel.

Disclaimer: This job description is only a summary of the typical functions of the job, not an exhaustive or comprehensive list of all possible job responsibilities, tasks, and duties. Responsibilities, tasks, and duties of the jobholder might differ from those outlined in the job description and other duties, as assigned, might be required.