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|  | **Life Internal Wholesaler** |
| *(full-time, regular employment)* |

**About Advisornet**

At AdvisorNet, we give advisors the freedom they desire, and the industry leading support they demand to take their practice to the next level. Since 1959 our reputation continues to get stronger and attracts top level advisors who want to operate independently and be supported by the best. Our Advisors have deep relationships with our staff, resulting in retention that is unmatched in our industry. Join AdvisorNet today to become a sales champion working with the industries top advisors.

This is an awesome opportunity for someone who is hungry, wants to be challenged, and is ready to run. Ready to learn more? Keep reading!

**Responsibilities**

***Major Areas of Accountability:***

* Provide illustration and case design support to Life Sales Team and Concierge Sales Team
* Act as primary wholesaler for all LTC, DI and Linked Benefit sales and case design
* Support AdvisorNet advisors and recruit new advisors to the AdvisorNet Insurance platform
* Support existing ANF advisors to grow their practice through sales tactics and coaching
* Works with marketing on sales ideas, scheduling of webinars and newsletter content
* Develops and maintains a comprehensive knowledge of the products and carriers offered by ANI
* Meets and exceeds sales activity metrics
* Run illustrations and help complete case design
* Supports the sales department with various sales activities such as building lists of advisors to recruit to AdvisorNet, deploying newsletters and performing sales tasks as needed
* Gather industry information to assist in providing competitive intelligence

**Qualifications**

**Knowledge and application of Business Software including:**

Microsoft Office, Smart Office, Salesforce, iPipeline, and other programs as necessary

***Preferred Experience and Attributes***

* 4-6 years experience in the insurance industry
* MN Life and Health licensed
* FINRA 6 and 63 preferred
* Comprehensive understanding of Life, LTC, DI and Linked Benefit Insurance
* A drive for continuous professional development and growth
* Excellent problem and analytical skills
* Familiarity with carrier illustration software desired
* Strong interpersonal and communication skills

*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.*