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| A picture containing text  Description automatically generated | **Senior Annuity Specialist** |
| *(full-time, regular employment)* |

**About AdvisorNet Financial**

AdvisorNet Financial has been an innovative leader in the financial services industry for over 60 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.advisornet.com](http://www.advisornet.com).

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 Head of Annuity Strategies is responsible for recruiting new advisors and supporting existing advisors with case design, business building ideas, marketing strategies and product positioning to grow their practice. The Sr. Annuity Specialist will demonstrate initiative and decision making to positively impact growth within AdvisorNet Insurance. This position will work in coordination with the Internal Wholesaler who will help support this role for recruiting, case design, running illustrations and supporting newly recruited advisors. This role directly impacts AdvisorNet growth in all product lines and contracted Advisors. ***Major Areas of***

***Accountability:***

* Support AdvisorNet advisors and recruit new advisors to the AdvisorNet platform
* Support existing ANF advisors to grow their practice through sales tactics and coaching
* Onboards, supports and coaches advisors on annuity positioning and point of sale requirements
* Works with marketing on sales ideas, scheduling of webinars and newsletter content
* Develops and maintains a comprehensive knowledge of the products offered by ANI
* Meets and exceeds sales activity metrics
* Run illustrations and help complete case design as needed
* Coordinate with the Internal Wholesaler to solve problems and service advisors
* Coach and mentor the Internal Sales Wholesaler on how to support advisors and grow annuity production
* 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**

***Required Attributes***

You will be a great fit if you can work as a team and if you are self-motivated. Our firm requires people to be friendly, outgoing and to deliver over-the-top customer service and maintain a professional demeanor at all times.

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

* Microsoft Office, Redtail CRM, Docupace, and Internet-based software

***Preferred Experience and Attributes***

* 4-6 year’s experience in the insurance industry
* MN Life and Health licensed
* FINRA 6 and 63, or ability to obtain within 90 days
* Strong understanding of Annuities – both fixed and variable preferred
* Understanding of the independent distribution model and FMO / IMO models
* A drive for continuous professional development and growth
* Excellent problem and analytical skills
* Familiarity with illustration and software platforms
* Strong interpersonal and communication skills

**Compensation and general information**

* Core hours – 8:00a – 4:30p
* Competitive salary and benefits
* Comprehensive benefits package including: health, dental, and disability insurance available, Retirement Plan match, paid time off, company events

*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.*