



**Brokers Life**  
MARKETING GROUP, LLC<sup>SM</sup>

Position Description

<b>Position</b>	Outside Life Recruiter
<b>Department</b>	Life
<b>Position Reports To</b>	VP, Brokers Life Marketing Group
<b>To apply</b>	Send resume to <a href="mailto:spearl@biltd.com">spearl@biltd.com</a>

**Purpose of Position**

Recruit proven/experienced life producers to work with Brokers Life Marketing Group. Responsible for 1 million paid target life premium and 5 million of pending target life premium at the end of year one.

**Direct Reports: None**

**Indirect Reports: None**

**Provides Support to the Following Positions**

Brokers International, Ltd's COO and CMO  
Brokers Life Marketing Group, VP of Marketing

**Job Duties and Responsibilities (Essential Job Functions)**

Recruit successful life insurance agents to begin writing business through Brokers Life Marketing Group. (50%)

Establish one on one relationships from leads provided by Brokers Life. (10-15%)

Provide quality leads to inside marketers to further establish a relationship and provide case design support. (10-15%)

Assists with special projects, trainings, or BI functions. (10-15%)

Perform additional responsibilities as requested or assigned. (0 - 10%)

**Communication/Contacts**

- External customers – Agents and home office employees
- Internal customers – Departmental staff, management

**Performance Expectations (Key Success Factors)**

Perform responsibilities as directed within determined time frames and with a high degree of accuracy.

Establish and maintain effective work relationships within the department and the company.

Provide weekly updates to VP of marketing and review weekly activities.

Maintain the professional competence, knowledge and skills necessary to effectively complete responsibilities; enhance job knowledge and abilities by taking personal responsibility for professional development and training.

Maintain sensitive and confidential information regarding company information.

Attend work on a regular basis and support the company's employee policies and procedures, including workplace safety rules.

Demonstration of advanced technical knowledge and an advanced understanding of life insurance and the company's business processes.

Participation on team that results in contribution to achievement of team goals and objectives.

### **Position Requirements**

Bachelors degree in business or equivalent experience. (Typically six years of related, progressive work would be needed for candidates applying for this position who do not possess a bachelor's degree).

Minimum of 5 years of life recruiting experience

MS Windows experience required

Project management skills required

Positive attitude and enthusiasm

Effectively analyze problems and design creative solutions

Open-minded, intellectually flexible and eager to learn and be challenged

Effective oral and written communication skills.

Ability to prioritize and handle multiple tasks and projects concurrently.

Effective oral and written communication skills.

Travel 50-75%

**Position descriptions are developed as guides for the associates of Brokers Life Marketing Group, LLC. The management of Brokers reserves the right to modify job responsibilities and position requirements to meet the corporate goals and needs.**

**EEO**