



Sales Advisor - Job Description

Overview

We are currently seeking a sales professional that would feel comfortable selling to senior level executives and business owners. This is in the B2B market, using a highly consultative sales approach. You will be targeting CFO's, CEO's, Human Resource Managers and other high-level executives. If you can't see yourself in a consultative selling environment, with a sales proposal in the \$100K+ range this position is not for you.

Our Agency

Our agency, the Henriott Group, is an independent risk management and insurance consulting firm headquartered in Lafayette, IN. Founded in 1963, we have been built on the principal of providing our clients with innovative and superior risk management, insurance and employee benefit solutions. As a professional sales organization we offer health, 401K, life insurance, and many other benefits to our team.

Future Ownership/Training

This position is one where you can have the opportunity to build wealth while earning a highly competitive income. Our firm will invest in you by pairing you with a mentor who is a senior producer and/or an Agency owner. You will also receive best in class training using both internal and external resources.

JOB REQUIREMENTS

The ideal candidate for our Sales Advisor role will be somebody that will be a future owner rather than just the next sales person. A College degree is required.

If you believe you have the requisite skills or can demonstrate that you could be easily coached, we want to speak with you.