

We are looking for the unique sales professional who displays the drive, determination, and self-motivation to build a business while establishing their own personal financial security for the future. Your focus will be on new business development, primarily advising clients on the evolving employee benefits industry as well as small to medium-sized businesses in areas related to human resources (HR), forecasting/planning, and internal communication systems.

Roper Insurance and Financial Services (RIFS) is a Top 5 Employee benefits brokerage based in Denver, Colorado, conducting business in 17+ states. With over 17,000 clients and a 97% retention rate, RIFS provides top line service and a strong reputation in the industry. You will be able to customize solutions from a broad portfolio as we maintain strong relationships with all major carriers.

Our culture places a high value on initiative, autonomy and accountability. These are just some of the reasons we are growing while our industry is cutting back.

If you're a good fit for this position, you already know most of what this job entails. However, to be sure we're providing a complete picture, here are some details. Pivotal to your success will be your ability to develop relationships with clients from the start, discovering their goals and challenges. In addition, you will need to foster strong working relationships with carriers. Your activities include, but are not limited to:

- * Developing and executing a business plan for your territory.
- * Developing client opportunities and referral opportunities.
- * Reviewing potential clients' current coverage and identifying opportunities to improve.
- * Cross-selling various products, as well as developing opportunities for other business lines.
- * Developing and delivering presentations.
- * Developing proposals and quotes.
- * Overcoming issues to close deals.
- * Documenting and reporting on your activities.

DESIRED SKILLS & EXPERIENCE

Previous sales experience in the professional service industry such as insurance, financial planning, real-estate or SEO and payroll services is highly desirable.

- * The ability to understand a large number of products and services
- * The willingness to learn continuously
- * A consultative approach to selling
- * Ability to work effectively in a team environment
- * Outstanding relationship building skills
- * Excellent interpersonal and communication abilities
- * A strong sense of ethics and integrity
- * Solid computer skills
- * Effective organizational skills and attention to detail

RIFS will offer a state-of-the art 3-month training course provided by top industry professionals in the areas of employee benefits, executive estate planning, the 65+ market, and consulting. Additionally, we



will provide an annual base salary between 24K and 40K, based on experience, during the training period and a base plus residual income thereafter. A Roper advisor can expect to earn up to 55K the first year and 100K the second year with the ability to make partner in year three. RIFS employees are eligible for the following benefits:

- Health Insurance
- Long Term Disability
- 401 K (after 1 year)

To apply, please send a cover letter and your resume to careers@roperinsurance.com

Roper Insurance and Financial Services, Inc. is an Equal Opportunity Employer. It is RIFS's policy to provide equal employment opportunity to all applicants for employment and to all employees consistent with applicable federal, state, and local laws. Accordingly, all applicants for employment and all employees are considered without regard to their race, color, creed, religion, national origin, citizenship, sex, gender, age, sexual orientation, disability, or any other status protected by applicable federal, state and local laws. In addition, RIFS complies with applicable state and local laws governing nondiscrimination in employment in every location in which it has facilities.