



FREISENBRUCH MEYER

Freisenbruch-Meyer Insurance Services Ltd., a local Bermudian agency providing insurance, pension and broking services to both the domestic and international marketplace, is seeking a highly motivated, organized, results driven Senior Life Sales Agent to join their team in the Life Department.

Senior Life Sales Agent

Reporting to the Vice President, Pensions, Life and Investments, the Senior Life Sales Agent will be responsible for:

- Developing a client base by prospecting within their network
- Building and growing a client base through self-developed referrals sources
- Generating leads to reach required sales targets
- Meeting with prospects and clients to review their goals
- Providing trusted advice about the right life insurance products to protect against risk
- Delivering personalized, ongoing life coverage solutions to help clients work toward their long-term goals
- Identifying sales and cross-selling opportunities

Qualifications, Experience and Skills:

- LOMA, FLMI or equivalent Life Insurance designation
- Minimum of five (5) years in a life sales position
- Possess in depth and broad ranging product knowledge of Whole of Life, and Term Life
- Self-motivated, highly driven and entrepreneurial
- Goal-oriented with a strong work ethic
- Ability to develop and maintain relationships
- Possess business development and prospecting skills
- Excellent analytical, interpersonal, written and verbal communication skills
- Ability to analyze problems, make decisions, and effectively resolve issues
- Excellent organizational skills with the ability to prioritize tasks and assignments
- A strong sense of urgency, practicality and integrity with the ability to handle and balance multiple priorities with excellent time management skills
- Must demonstrate attention to detail and thoroughness with a high degree of accuracy
- Proficient with Microsoft Office applications: Excel, Word & Outlook

Interested applicants should apply in writing to:

Ontru: Human Resources – **Freisenbruch-Meyer Insurance Services Ltd.**
91 Reid Street, Hamilton, HM 19
Or email hr@ontru.bm

All applications must be received no later than: January 20, 2022