



# 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 talented, results driven Pension Sales Advisor to play a fundamental role in driving their pension business forward. Reporting to the Vice President, Pension, Life and Investments, the Pension Sales Advisor will be responsible for generating new prospects and closing new business leads for both group and individual pension plans.

## **Pension Sales Advisor**

### **Responsibilities:**

- Develops a client base by prospecting within their network and referral sources
- Generates new business leads for both group and individual pension plans to achieve sales targets
- Prepares proposals for and meets with potential business leads
- Produces and delivers presentations
- Writes monthly editorials to generate business and create a personal brand
- Increases sales through cross-selling opportunities for other Freisenbruch-Meyer business lines

### **Qualifications, Experience and Skills:**

- Minimum of three (3) years in sales (pension experience a distinct advantage)
- Possess an Investment License (i.e. CSC, IFIC, Series 7) or willingness to complete successfully within 6 months
- Awareness and a basic understanding of pensions
- Provide superior level of customer service
- Self-motivated and highly driven
- Goal-oriented with a strong work ethic
- Ability to develop and maintain relationships
- Strong business development and prospecting skills
- Excellent analytical, interpersonal, written and verbal communication skills
- Ability to create and deliver presentations effectively
- Ability to analyze problems, make decisions, and effectively resolve issues
- 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, PowerPoint & 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](mailto:hr@ontru.bm)

All applications must be received no later than March 10, 2022