

OPEN POSITION: Sales Consultant

LOCATION: Southeastern Continental United States

We are EGPS, a growing national retirement plan consulting and administration firm. We seek experienced sales consultants. EGPS commits to serving clients through innovative and customized development in creating superior retirement plans. Likewise, EGPS commits to searching for the right candidate that is motivated and focused in reaching their greatest sales potential. EGPS wants candidates eager to learn and thrive in the retirement plan industry.

If you know your way around retirement plans, and the responsibilities outlined below pique your interest (while meeting a combination of the stated requirements), then we would love to hear from you. We offer a full-time position presenting a unique opportunity to work in a flexible team-oriented, collaborative environment.



PRIMARY RESPONSIBILITIES:

- Develop and maintain advisor, wholesaler, referral, and client relationships
- Identify and analyze trends your market space and understand the competitive industry environment
- Actively outreach through phone, e-mail, and social media to create selling opportunities and maintain relationships
- Prepare proposals for financial advisors, CPAs, and other referral sources
- Sustain and service relationships with our current partners
- Represent the EGPS reputation and brand excellence to our valued professional advisors and business community

REQUIREMENTS:

- Sales experience, preferably in qualified retirement plans
- Analytical and creative thinking both strategic and tactical in approach to your territory
- Broad knowledge of retirement plan industry a plus
- Well organized with strong attention to detail
- Excellent communication and interpersonal skills to build and maintain relationships and create partnerships
- Proficient in MS Office applications (Microsoft Word, PowerPoint, Excel, etc.)

HOW TO APPLY:

Interested candidates should apply by submitting resume to HR@egps.com.

This position offers a salary based on experience with commission plus a benefits package including health, dental, and vision, and a 401(k) retirement plan.