POSITION TITLE:	Risk Management Consultant, Protection	**DEPARTMENT:**	Protection Sales
OFFICE LOCATION:	Fort Wayne or Remote	**FLSA STATUS:**	Exempt
REPORTS TO:	EVP, Protection Sales	**HOURS:**	Regular Full Time

For more than 50 years, Ash Brokerage has been dedicated to impacting lives. We were founded on the power of relationships, and that still drives our culture today. Our team of 400 is the same service-centered culture as we were in 1971.
Ash Brokerage works with financial professionals to help find, understand and process insurance and retirement solutions to protect clients in every stage of life. As part of the Integrity Marketing family, we help people protect their health and wealth for the good days ahead and make the most of what life brings.

Responsibilities:

A Risk Management Consultant will excel in territory management, recruiting, revenue growth, brand protection and professional etiquette. The role requires a CEO mentality – act as if you own the sales territory. This mentality encompasses the relationship with internal sales and operations staff, building a territory, and upholding the Ash brand and culture.
To be successful, you will:

- Have a deep understanding of the uses for life, long-term care, and disability insurance including but not limited to business, individual, and estate planning uses.
- Drive revenue through effective territory management, recruiting, and relationship building.
    - Cover the territory, maintain contact with our top producers, recruit new producers, and build revenue above the territory's existing baseline premium and revenue levels. Management at a strategic and tactical level exists in a successful territory.
- Engage and build relationships with advisors.
    - Educate advisors in more complicated products to increase likelihood of recommendation and control the product mix with high quality carriers.
- Follow a solutions-based model.
- Continuously prospect and get in front of the sales process.
- Represent all lines of protection/risk mitigation tools that Ash Brokerage represent: Life, Disability and Long-Term Care.
- Facilitate case management issues with the home office and advisor.
- Maintain the Ash culture through teamwork, cross-selling and professional sales skills.
- Ensure that the advisors representing Ash are using carrier-approved materials and Ash-approved materials in their practices.

Talents and Abilities:

- Self-motivated
- Professional
- Ability to work independently and within a team environment
- Ability to work in a multi-channel environment: Comfortable using digital communication such as blogs and social media
- Must possess excellent verbal and written communication skills
- Must have the ability to present in one-on-one and group settings

- Must be detail-oriented, well organized, assertive, confident, thoughtful, innovative, self-motivated, creative and energized
- Must be willing to travel for purposes of initiating and recruiting new relationships, as well as developing and growing the business of existing advisors

Education/Experience:

- Qualified candidates must possess a bachelor's degree from a four-year college or university with preference to a concentration in finance, risk management, or business or an equivalency of education and experience
- CLU and/or CFP designations highly desired
- Life Insurance license and Series 6 required or willingness to obtain in the first year