

New York Life Insurance (Glendale, CA)

Company Description:

New York Life is among the strongest and most respected financial companies in America today. For 59 consecutive years, we have led the Million Dollar Round Table, with more members than any other financial institution in the world. New York Life has the highest possible ratings currently awarded from any life insurer from all four of the major credit rating agencies: A.M. Best (A++), Standard & Poor's (AA+), Moody's Investors Service (Aaa), and Fitch (AAA), as of February 13, 2014. New York Life has been recognized as one of the "Top 50 Companies for Diversity" for 2014 by DiversityInc and as one of "World's Most Admired Companies" for 2014 by Fortune Magazine.

Job Description:

Financial Professional in Insurance & Investment Services

Job Requirements:

New York Life is currently seeking self-motivated, driven individuals with a passion for making a positive impact. You do not need sales, business development, marketing or insurance experience to begin your road to success in this role! All you need is passion and a desire to make a difference. Our comprehensive training program will give you the tools you need to succeed and create the career success you envision. This career isn't for everyone, but the best professionals in our company will tell you there's nothing else like it. Our Financial Professionals arrive with diverse career backgrounds including sales, retail, marketing, education, coaching, athletics, military, finance, banking, accounting, law, information technology, health care, mortgage, real estate, and recent graduates. We provide the training, the resources and the specialized marketing support to help you establish your business and stand behind your efforts.

Here's what you'll do Build relationships with clients beyond a transaction basis:

Develop your professional skills and knowledge.

Develop and implement business and marketing plans.

Prospect for potential clients.

Schedule appointments and meet with clients.

Discuss financial concerns and needs of individuals.

Present potential solutions using our wide array of products and services.

Provide ongoing customer service and support to existing clients.

Training:

One on one training, field and on the job training as well as classroom.

NYLIC University: One of the most comprehensive, award winning, and well-respected training programs in the financial services industry.

Benefits:

Health/Dental/Life/Disability Insurance
401(k) plan and Defined Benefit Pension Plan.
Reimbursement for courses taken on industry designations.
Partial health benefits paid for in retirement.
Career Advancement

After two years as a Successful Financial Professional, the opportunities that may be available include: Partner, sales development manager, product consultant, and also home office opportunities. Constant Support During and after the initial formal training, you will receive continuous assistance from your managers and peers in your office and personnel from the company to help you succeed. On-site trainers and product consultants are available to you and this is coupled with an entire division within the company located in the Home Office dedicated to providing advisors with prospecting ideas, sales ideas, and product knowledge.

Qualifications:

Organized, detail-oriented and excellent time management skills. Leadership and communication skills. Ability to work in a team based environment. Previous sales experience preferred. Highly self-motivated and self-disciplined. Bachelors Degree preferred. Relationship building and networking abilities Life & Health Insurance Licensed not required (company will pay for sponsorship) FINRA Series 6, Series 7, Series 63 a plus (paid sponsorship available after employment)

Additional Information

Our mission is to provide financial security and peace of mind through our insurance, annuity and financial products and services. By continuing to be a mutual company, we are uniquely aligned with our customers. By maintaining superior financial strength, we protect their future. By acting with integrity and humanity, we earn their trust and loyalty. Every decision we make, every action we take has one overriding purpose: To be here when our customers need us. That's why we call ourselves The Company You Keep ®.

Please consider the following questions and provide the answers in your cover letter.

1. If considered for this opportunity, NYL will be investing a great deal of time and money into you. Please tell us why, you believe you would be successful?
2. What do you consider high income?
3. Do you have an interest in sales and why?

Name of Company: New York Life Insurance

Key Contact: William Gibson

Email Address: wgibson@ft.newyorklife.com

Website: <https://www.linkedin.com/in/billdgibson/>