



POSITION ANNOUNCEMENT

Title:	Business Development Manager
Practice Area:	Employee Benefits Consulting
Company:	Forest Financial Group, Inc.
Reports to:	Vice President, Sales & Marketing

THE COMPANY

Forest Financial Group, Inc. (FFG), established in 1998, serves the employee benefit needs of clients throughout the United States as well as Europe, Asia and South America. Headquartered in Lake Forest, Illinois, with regional offices in Indiana, California, and Florida, the FFG management team has more than 100 years of combined experience in employee benefits and human resource consulting.

In the dynamic and competitive arena of employee benefits, Forest Financial Group, Inc. is the critical link between clients and the benefit providers. Using superior product knowledge and years of industry experience, FFG is able to provide unbiased and innovative benefit program options for organizations throughout the US and abroad.

POSITION SUMMARY

The business development manager, or “hunter” as it is more commonly known, is responsible for developing leads/business opportunities and closing sales across the various practice areas of Forest Financial Group, but most specifically within the employee benefits consulting area. Introduce prospects to Forest Financial Group’s service offerings that include group benefits, voluntary offerings, benefits consulting, benchmarking, and vendor searches, as well as human resource consulting and wealth management services. The compensation package includes a generous commission program with unlimited earning potential.

RESPONSIBILITIES

- ◆ Implements various new business development/client acquisition activities, utilizing traditional and non-traditional marketing, warm/cold calling, networking, and speaking/writing opportunities.
- ◆ Performs a variety of relationship management activities to maintain close contact with clients to look for ways to add new value and services to existing clients, as well as to secure long term relations with current services.
- ◆ Works closely with internal client relations staff and others to prepare benchmarking reports, scorecards and other collateral to assist in the closing of sales.
- ◆ Develops appropriate alliances and relationships to serve as referral sources for new business introductions.
- ◆ Identifies areas to provide innovative solutions to prospects and clients.

- ◆ Introduces the other practice areas to existing clients in order to cross-sell services.
- ◆ Continually expands industry knowledge to develop new selling points including enhancing expertise in the company's products and services.
- ◆ Creates creative and innovative marketing and sales plans and strategies.
- ◆ Utilizes current sales software for tracking opportunities and networks.
- ◆ Sets prospect meetings. Assists with presentations and closing sales.

QUALIFICATIONS, EXPERIENCE & PERSONAL ATTRIBUTES

The successful candidate will come from a background that represents the following:

- ◆ A minimum of three to five years of business development/sales experience in a service company, preferably insurance, benefit or human resource consulting.
- ◆ Maintains professionalism, diplomacy, sensitivity, and tact to portray the company in a positive manner. Capable of effectively working with a variety of personalities.
- ◆ Ability to execute results against strategy and meet critical deadlines.
- ◆ Contributes to a positive work environment by fostering pride in being part of a winning team.
- ◆ Experience working successfully in a team-based client service delivery model.
- ◆ Ability to up-sell and cross-sell additional services to existing clients.
- ◆ Client retention and relationship experience required.
- ◆ Exceptional written and verbal communication skills; ability to explain difficult concepts simply and clearly.
- ◆ Outstanding presentation, consulting, sales and negotiating skills.
- ◆ Self-motivated, highly competitive, optimistic and enthusiastic. Ability to work effectively under pressure.
- ◆ Outstanding analytical, organizational, and problem solving skills.
- ◆ Bachelor's Degree in business, insurance, communications or other related field.
- ◆ Health and Life Producer license required for position, not necessarily at time of hire.

Candidates with an existing book of business are encouraged to apply, whether transferrable or not.

To learn more about Forest Financial Group, please visit the website at www.FFGINC.com.

For immediate and confidential consideration, please send your resume and cover letter, including compensation history to:

Forest Financial Group, Inc.
Attention: John P. Savas, Vice President
jsavas@ffginc.com

No Relocation Benefits Available.