



JOB OPPORTUNITY  
District Manager,  
Southern Ontario



A career you can believe in

# What makes us different is the difference we're making together.

FaithLife Financial is a financial services organization that is worth getting to know. Our roots go back nearly a century – helping people achieve their financial goals and give back along the way. Great insurance and investment products, competitive rates, solid results AND we are a grow-to-give company. By helping people plan, protect and invest wisely, we can all live more generously. Reinvesting a portion of our corporate earnings for member benefits and the causes members care about is how we pay it forward. Action is the key. What we do is who we are.

**What makes us different is the difference we are making together.**

If you're intrigued by our mission and the possibility of becoming part of it, we are currently recruiting for an outstanding individual to join our team.

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## EMPLOYMENT OPPORTUNITY FOR DISTRICT MANAGER, SOUTHERN ONTARIO

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### GENERAL ACCOUNTABILITY

The District Manager position will be expected to work closely with the Vice President, Sales and Distribution on maintaining a successful sales district. The main responsibilities of this position include: selection and recruiting of Financial Representatives (FRs) to expand the current sales team within the assigned district, as well as increasing FR productivity within their region. This role will provide mentoring of new Financial Representatives as well as performance management of new and existing Financial Representatives. The District Manager will also assist in building and maintaining relationships with Broker partners.

### SPECIFIC ACCOUNTABILITIES

- Recruit, select, coach, train and support Financial Representatives, specifically recruit 4 new FRs annually.
- Manage new FR's productivity. This will include consistent Joint Field Work with new FR's in the first 13 weeks of their contract to ensure the FR is meeting their goals.
- Maintain sales goals set forth in the District's annual business plan contributing to the overall

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*Helping you be wise with money and live generously.*

profitability of FaithLife Financial.

- Manage Sales budget for assigned FRs.
- Participate as a member of the Distribution Team.
- Manage individual FR's plans including reporting on new business weekly activity.
- Mentor all Financial Representatives to build professional business practices.
- Submit appropriate field management reports to the VP Sales and Distribution on a timely basis.
- Promote the living generously component of the brand by articulating the benefits of and participation in FaithLife Financial's "give back" programs.
- Promote the FaithLife Financial brand promise to help people be wise with money and live generously by developing Financial Representatives to be helpful financial guides.
- Maintain all licensing requirements and attend all training sessions provided.
- Ensure FR's adhere to compliance requirements including completing annual compliance audits in accordance with FaithLife Financial policies.
- Other duties as assigned.

#### **REQUIREMENTS FOR THE ROLE:**

- Strong insurance knowledge
- Attention to detail in a constantly changing, deadline driven environment
- Self-motivated independent high achiever, with the ability to meet and exceed goals
- Strong communication and presentation skills
- High ethical standards, professionalism and ability to establish trust and credibility quickly
- Ability to work flexible hours and willing to travel to various geographic locations to meet with prospects
- Knowledge of standard recruiting and selection processes as it relates to sales professionals

#### **EXPERIENCE AND PROFESSIONAL QUALIFICATIONS:**

- Proven track record of success in sales leadership
- Postsecondary education in the field of business
- Life insurance licensed
- Experience as a financial representative/advisor
- Minimum of 2 years sales management experience
- Proven networking skills
- CFP or working towards CFP
- Comfortable with a minimum of 25% travel

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### WHY WORK AT FAITHLIFE FINANCIAL?

- Work as a team for the purpose of giving back in our community
- We offer a defined contribution pension plan with a company matching program
- Receive a comprehensive group benefit plan for you and your family
- We offer a competitive total compensation program
- We are an organization with a vested interest in growing your career

Please apply to [careers@faithlifefinancial.ca](mailto:careers@faithlifefinancial.ca) by **Friday, February 22, 2019**.

Persons with disabilities who need accommodation in the application process, or those needing job postings in an alternative format, may e-mail a request to [careers@faithlifefinancial.ca](mailto:careers@faithlifefinancial.ca)

We thank all applicants for showing an interest in this position. Only those selected for an interview will be contacted.

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