TPA Benchmark Talent Solutions℠

Director of Retirement Plan Sales
Job 195
Remote

Thank you for using the TPA Benchmark Talent Solutions Job Board!

TPA Benchmark Talent Solutions Works with Over 170 High-Quality Retirement Plan Third-Party Administrators Across the U.S.

We are actively recruiting Retirement Plan Sales Directors in Five Territories for Our Member Companies:

1. Midwest
2. Mid-Atlantic
3. New York
4. Pacific Northwest
5. California (Northern and Southern California)

We are seeking experienced sales professionals, who have been in wholesaling or sales director roles for one of these regions - generating retirement plan sales in the 401k/ Defined Contribution segment, predominantly in the small plan business to business retirement plan market. Internal wholesalers looking to step up in their careers, will be considered, however, experienced sales director candidates are preferred.

Candidates applying - while remote - should be located in one of the above regions, to facilitate periodic advisor / wholesaler interaction. Established advisor networks, that candidates have developed is preferred. A proven sales track record in the advisor driven, 401k/DC retirement plan space is required. Knowledge of cash balance plans, a plus, as this is a large sales avenue for our Third-Party Administrators.
Position salary and benefits:

- Base salary ranging from $80k and up depending on candidate experience (up to $100k, for Midwest Territory)
- Competitive compensation formula, with total compensation of $150,000 to $180,000 for experienced Sales Directors, and up to $250,000 to $300,000 for top performers, in the organization.
- Health insurance, 401k, PTO benefits provided.

For interested candidates we invite you to apply today by emailing Dawn Hynes, dawn@hynesassociates.com or contacting us at 516 541 0747 (office). We look forward to speaking with you!