



## SALES RECRUITMENT MANAGER

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Platinum Supplemental Insurance is an innovative marketer of supplemental insurance policies with over 70,000 customers throughout the Midwest. As we launch new products and take our largest sales division to the next level, we need high-performing individuals to join our recruiting team.

Do you want a career where your work will be recognized for its direct influence on moving the company forward? That's what you'll find as a **sales recruitment manager** with Platinum Supplemental Insurance. Platinum is an innovative marketer of supplemental insurance policies with over 70,000 customers throughout the Midwest. Our company has been steadily expanding, and we need an organized, competitive individual with a motivated spirit to join our team and help take Platinum to the next level.

In this position, you will identify high-performing applicants for the Platinum sales career, interview candidates using a very structured phone interview process, and make hiring decisions for Platinum's sales teams. Working exclusively from Platinum's home office in downtown Dubuque, you will enjoy Platinum's fun, supportive workplace culture. Successful candidates in this position are self-motivated and sales-minded, take a positive and motivating approach to their work, and thrive in a competitive, performance-based environment.

### Benefits:

- Competitive base salary plus commission aligns your income with your hard work. \$65,000+ annual income potential, with top performers exceeding \$100,000.
- Attractive rewards for high performance, including generous bonus opportunities and first-class incentive trips
- Comprehensive benefits package (health, dental and vision insurance; life insurance; short- and long-term disability; retirement plan with employer matching; flexible spending account)
- Paid vacation and holidays
- Friday work days end at 1 p.m.
- Employee health and wellness program that includes free personal training, if desired
- Casual dress
- Beautifully renovated office facilities on Dubuque's thriving, historic Main St.
- A fun, supportive workplace environment with talented team members who value your input and collaboration
- Specific training in an outlined, proven hiring system
- Professional in-house marketing staff sources and provides all leads

## **Job Requirements:**

- A confident, assertive phone presence
- Excellent verbal and written communication skills
- Sharp organizational skills
- Methodical dedication to a proven hiring system that includes regular follow-up
- The agility to manage multiple tasks and the evolving status of individuals through your hiring channel
- Motivated by the benefits of working in a pleasant, competitive, sales-driven office culture
- Ability to work an atypical workweek that includes extended hours Monday and Tuesday
- Sales experience beneficial
- Working knowledge of Salesforce customer management software a plus

## **Equal Opportunity Employer:**

Platinum Supplemental Insurance is committed to providing equal employment opportunities (EOE) to all employees and applicants for employment without regard to race, color, gender, religion, sexual orientation, national origin, age, disability, marital status, amnesty or veteran status.

## **How to Apply:**

For consideration, applicants should submit their resume and job application to: [employment@pltnm.com](mailto:employment@pltnm.com) by Friday, September 25.