



## SALES TEAM RECRUITER

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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.

As a **sales team recruiter**, you will begin your career making contact with interested applicants for the Platinum sales opportunity and determine whether they qualify for advancement to the interview phase of hiring. After displaying outstanding proficiency in this step of your career, you will be advanced to the Personnel team, where you will be responsible for interviewing, hiring and coaching new representatives for Platinum's sales teams. Successful recruiters will have effective sales skills and display meticulous dedication to a methodical, proven hiring process. Our team members must be open to working outside of regular business hours and possess the agility to tackle multiple tasks and unexpected circumstances, but they also enjoy the high-end rewards and motivating results of this entrepreneurial-style career.

### Primary Responsibilities:

- Educate and evaluate new prospects for Platinum's sales representative position through a phone interview process
- Develop and display a confident knowledge of Platinum's standard hiring process, the Platinum sales career and Platinum products
- Identify probable high-performing recruits and follow a structured process to enhance recruit-to-hire conversion
- Provide guidance to new sales representatives through their contract and licensing processes
- Effectively balance and organize your work to accommodate the needs of candidates in various stages of the hiring process

### Benefits:

- **Competitive base salary plus commission. Once advanced into the Personnel role, your income potential can reach \$65,000+.**
- Advancement based on your personal display of hard work and proficiency
- No travel: This position is based in our Dubuque office.
- 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
- Company-sponsored incentive trips and bonus programs
- 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 workplace environment with talented individuals who value your input and collaboration
- Professional in-house marketing staff sources and provides all leads

## **Job Requirements:**

- A confident, assertive phone presence
- Diligent dedication to a defined sales system that includes regular follow-up throughout the varying lifecycle of a new hire
- A positive, tenacious working attitude
- Must be able to work an atypical workweek that includes extended hours Monday – Thursday but a shortened workday on Friday. Also must be available after regular business hours to make arrangements for recruits, if necessary.
- Excellent verbal and written communication skills
- Sharp organizational skills that accommodate a nimble work environment
- 2 – 5 years of experience in sales, marketing or project management beneficial
- Experience with Salesforce 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 cover letter, resume and reference information to: [agravel@pltnm.com](mailto:agravel@pltnm.com).