

# Director Sales Support & Account Management - Group Benefits

Principal is looking for great talent today to join our **Nashville area sales team** as a **Director Sales Support & Account Management!**

Responsibilities:

The Director Sales Support & Account Management will lead a team of sales support staff, account executives, and enrollment staff in our Brentwood, TN field office. In addition the Director Sales & Account Management will partner with sales reps to achieve office sales and retention goals. A strong working knowledge of all sales office roles - new business acquisition, account management and enrollment education is required. As the leader, the Director Sales Support & Account Management will need to take a very "hands on" approach and be willing to take very tactical actions to get things done. The successful incumbent is comfortable exercising authority, control and influence in day to day relationships with direct reports, peers and supervisors.

This fast moving position requires the capacity to frame problems and solutions from a broad, strategic perspective. The ideal candidate will have strong communication skills, verbal and written. As a leader, the communication skills are particularly important in terms of defining expectations, establishing goals, and keeping others well informed. The Director Sales Support & Account Management will need to generate enthusiasm, create optimism and build excitement within the sales office.

Qualifications:

- Bachelor's degree or equivalent and at least 6 years of related experience (formal direct leadership experience strongly preferred).

- Must have resident and non-resident life and health license(s) or obtain within first 3 months of employment.

  - Previous financial services experience preferred.

- Advanced knowledge of group benefits (working directly with dental, disability, and/or life insurance) preferred.

- Excellent leadership, coaching, decision-making, interpersonal, problem solving, presentation, analytical, and verbal and written communication skills.

  - Requires ability to develop effective relationships and motivate producer behavior.

  - Ability to maintain confidentiality is essential.

  - Must have basic computer skills (specifically Word and Excel).

- This position will spend some time out of the office in face-to-face contact with customers and brokers.

  - Some travel required.

  - Non-solicitation agreement required upon hire.

Location: This position will be based in our Brentwood, TN field sales office.

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