

Voya Financial is looking for a VP Account Executive in Texas or Colorado

https://godirect.wd5.myworkdayjobs.com/voya_jobs/job/TX-WorkHome-Texas/Account-Executive--Southwest_JR0023469

The VP Account Executive will successfully direct sales activities in a defined geographic area selling/wholesaling Voya's retirement/401K products within the \$75M to \$1B market.

Profile Description:

- Develop and maintain sales programs for assigned territories
- Maintain and strengthen relationships with key plan sponsor, advisors, consultants and third party administrators while developing and cultivating new business relationships
- Develop and execute annual marketing plans with innovative and creative ideas to increase sales
- Identify and understand needs of key decision makers and direct efforts to provide product enhancements and service
- Deliver presentations to key stakeholders including: prospects, financial professionals and industry leaders
- Manage, develop and motivate a wide variety of retirement plan distribution sources
- Leverage technology to implement and track sales and marketing plans
- Partners with other VOYA representatives to enhance awareness of full suite of VOYA capabilities.

Requirements:

- • FINRA Series 6 and 63
- • 4-6 years sales experience with the Retirement Plan/Investment industry, proven track record of sales success
- • Bachelor's degree or equivalent experience
- • Excellent communication skills, both written and verbal
- • Proven ability to lead