Who is Capitas Distributors?

Capitas Distributors is a subsidiary of Capitas Financial, a national life insurance brokerage company. It is a distribution company that focuses on life insurance sales. Capitas Distributors manages insurance Point-of-Sale professionals called Sales Vice Presidents (or SVPs) working primarily in the institutional marketplace. These Capitas Distributors SVPs are supported by the efforts of the Business Development Coordinator (BDC). Together their goal is increase Capitas’ presence and sales results in Financial Institutions. We are looking for a BDC to cover the Georgia territory

BUSINESS DEVELOPMENT COORDINATOR

The role of the Business Development Coordinator (BDC) has three focused objectives:

1. Increase financial advisor (FA) participation in the sale of insurance products
2. Increase the life application count and premium revenue associated with our unique package sales concepts.
3. Identify and produce referral opportunities for the Sales Vice President within territory.

While BDCs do not offer point of sale support, they do promote insurance to the FA population through training and transactional insurance product packages. The simplified packages are intended to attract a greater number of advisors to this product line as a complement to client product/service offerings by the FA.

The BDC typically calls on a territory much larger than the Capitas Sales Vice President. The BDC conducts group as well as one on one training to help the Financial Advisor understand how the one page transactional insurance packages can be coordinated into their financial planning services. If a more significant sales opportunity arises outside the scope of the transactional packages a referral is created and the Sales Vice President (SVP) is notified by the BDC.

Requirements: Candidates should hold their life & health insurance licenses and preferably be FINRA registered. They should have some financial product sales experience, preferably life insurance sales.

Compensation: The BDC receives a base salary plus a flat fee for each product package sold. In addition to bonuses on the product packages they also have a Revenue Sharing Bonus and Referral Bonus. The Revenue Sharing bonus is a retroactive percentage bonus paid at various revenue levels achieved. Compensation expectations for the first few years should be between $50,000 to $70,000. Thereafter, compensation at or above $100,000 is not uncommon. Benefits and expenses reimbursement are in addition to the above compensation.

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