

**Title:** Senior Internal Wholesaler  
**Department:** Sales

**Summary:**

The Senior Internal Wholesaler is responsible for partnering with an External Wholesaler and acting as a team leader for the internal sales desk.

**Responsibilities:**

- Coordinate appointments and meetings for External Wholesaler
- Partner with External Wholesaler to implement and execute the territory marketing and sales plan
- Prospect, through cold calling, new business with intermediaries, brokers and consultants
- Oversee the sales efforts of the Internal Wholesalers; monitor results and provide on-going coaching and training
- Effectively segment and target calling efforts to develop strong relationships and generate new sales
- Maintain relationships with current clients and focus on uncovering new opportunities

**Qualifications:**

- Bachelor's degree; 5 years of sales experience within financial services
- Working knowledge of the financial markets, knowledge of the fixed income markets preferred
- Ability to multitask and manage priorities
- Excellent communication, presentation and listening skills
- Demonstrated initiative, sales ability and leadership
- Ability to interact and communicate with senior management and clients
- Strong organizational and territory management skills