

# Combined Life Insurance

Schenectady County One-Stop Employment & Training Center  
797 Broadway  
Schenectady, New York 12305



Date: Tuesday , January 10, 2012  
Time: 9:00 a.m. to 12:00 p.m.  
County: Schenectady  
Contact: NYS Dept of Labor  
Phone: 518-344-2735  
Web Site: [www.labor.state.ny.us](http://www.labor.state.ny.us)

## **Position(s):**

**JOB TITLE:** TERRITORY SALES MANAGER- JOB ORDER NUMBER - NY1001727

**JOB SUMMARY:** Management Candidates needed to lead company's field force. Will monitor and manage insurance agents and their productivity. Company is continually offering ongoing training, excellent earning potential, base, overrides, bonuses, commissions, benefits package and W2 employment.

**WAGES:** Weekly salary, plus commission and bonuses.

**JOB TITLE:** INSURANCE SALES AGENT - JOB ORDER NUMBER - NY1001735

**JOB SUMMARY:** Will schedule appointments with prospective clients. Will call on clients and explain product (cancer plan, critical care, long term and disability insurance, life insurance and accident and sickness policies). Appointments can be made off our existing client base along with web leads. Agent should also be working on bringing in new clients to the organization. Sales are need based sales, not product selling. Agent will close the sale and then do the paperwork to process the application.

**WAGES:** Paid training, plus commission and bonuses.