

United States Jobs Expertini®

NYL Sales Management

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Company: New York Life

Location: San Ramon

Category: other-general

New York Life -

Are you looking for a job where you can use your experience to propel your career into management? At New York Life, we will invest in you from the start to help you learn and grow in a financial professional career. We'll train you in valuable skills, such as marketing, business development, recruiting and customer relationship management, and provide you with the tools you need to further your career.

What we're looking for

We're looking for people who want to make a lasting impact on the financial well-being of individuals, families and small businesses – motivated people who can answer yes to one of the following questions:

- Do you have sales or managerial experience in another industry?
- Have you previously run your own business?
- Do you have an MBA or other advanced degree?

In the Accelerated Path to Management Program, you'll start off as a financial professional, learning how to sell our products, build client relationship, and meeting specific requirements* before transitioning into a management role. You'll then undergo a six-month intensive training program designed to prime you for success as a manager. You will use that experience to understand how to coach others to success.

What we offer

Your First Year

You'll learn firsthand about a financial professional's role and day-to-day work by working as a

financial professional for the first year of your career journey with New York Life. We will provide you with award-winning training, access to digital tools and a comprehensive product suite.

Training and Resources

You will gain an appreciation of the rich training we provide our financial professionals to help you understand the strength & value of New York Life firsthand. Beyond this training and support, New York Life will equip you with the resources you need to succeed day-to-day, including experts on hand to answer your questions and a suite of digital sales, prospecting and marketing tools that will help you attract and retain your clients with web, social and email content.

Product Solutions

You will learn about our robust products and services that can help clients and their families achieve their financial goals. Together with its subsidiaries, New York Life provides a range of competitive insurance and financial products, including life insurance, annuities, long term care insurance, disability income insurance and investment products such as mutual funds through our broker-dealer arm NYLIFE Securities LLC (member of FINRA and SIPC), a Licensed Insurance Agency. You will be required to hold securities licenses and FINRA registrations and affiliate with NYLIFE Securities as a Registered Representative before you can offer investment products.

* Specific production and licensing requirements must be met before transitioning to field management. Please ask your New York Life recruiter for details.

Your Transition to a Field Manager Role

After meeting specific requirements for the first 12 months as a financial professional*, you'll be equipped and empowered with a specialized six-month Associate Partner training program. We'll help you to lead and build your team of financial professionals. Throughout your career journey with New York Life, you'll continue to have opportunities to grow and be promoted to increasingly senior levels of management.

How we will compensate you

New York Life will value and reward your hard work and success. You'll have significant income potential, because our field managers' compensation is directly aligned with their recruiting performance and the production level of their team of financial professionals. The average income among our 586 recruiters in 2021 was \$270,890. **(1)**Additional benefits

include medical, dental, vision, a 401(k) and pension.(2)

About New York Life

New York Life is a Fortune 100 company with a long history of doing good. We have been in business for over 175 years, helping generations of Americans protect their families and attain their financial goals. As a mutual company, we are accountable only to our policyholders, not to Wall Street or outside investors. We are focused on long-term success for our clients. To prepare for the future, we are constantly innovating and looking ahead to find more ways to increase value for our clients.

Awards & Accolades

We're proud of our financial strength (3)

- A++ Superior (A.M. Best)
- AAA Exceptionally Strong (Fitch)
- Aaa Exceptional (Moody's)
- AA+ Very Strong (Standard & Poor's)

We're proud of our positions in the industry (4)

- New York Life named a 2021 "Elite Gold Organization" by Chief Learning Officer magazine (5)
- Training Magazine's Training Top 100 for 2021 (6)

We're proud to be recognized by organizations that also value diversity

- Latino Leaders: 2022 Best Companies for Latinos to Work
- Human Rights Campaign: 2022 Corporate Equality Index
- Forbes 2022: America's Best Employers for Diversity

We're proud of the help we've provided and continue to provide our clients (7)

- 5.5 million lives Protected (includes all owners of individual life insurance and annuity policies)
- \$4.9 Billion in living benefits awarded (includes life and annuity cash value accumulation and qualifying policy dividends paid. Dividends are not guaranteed)
- \$938 million lifetime annuity paid (includes all payouts on individual income annuity products)
- Over \$1.1 trillion life insurance protection in force (includes term, whole and universal life) (8)

Successful experienced agents can expect to earn incomes ranging from \$ 90,000 - \$ 1,60,000

1 Actual income and compensation are not guaranteed and depend on a number of factors

including your field management title/level, the sales results of your agent unit and/or your General Office, and your applicable field management compensation plan. The Company reserves the right to amend, modify or terminate the compensation plans at any time. The historical income numbers shown above include additional compensation payments designated to reimburse all of a field manager's business expenses not otherwise reimbursed by the Company. For illustrative purpose only.

2 For the pension plan certain eligibility requirements apply. Monthly payments are determined by your earnings, years of service, age, and the form of payment you choose. The company reserves the right to amend or terminate the plan at any time for any reason.

3 New York Life Insurance Company continues to receive the highest financial strength ratings currently awarded to any life insurer in the U.S. from all four major rating agencies. Source: Individual Third-Party Rating Reports: A.M. Best A++, Fitch Ratings AAA, Moody's Aaa, and Standard & Poor's AA+ (as of 6/22/2022).

4 Full list of our awards is available here: <https://www.newyorklife.com/newsroom/our-awards-and-recognition>

5 Source: <https://www.chieflearningofficer.com/2021/04/27/chief-learning-officer-reveals-2021-learningelite-award-recipients/> In order to qualify for LearningElite status, organizations that choose to apply must succeed in scoring above the qualifying benchmark in five key performance areas that are core to L&D: learning strategy, leadership commitment, learning execution, learning impact and business performance results.

6 Source: Training Magazine <https://trainingmag.com/training-magazine-announces-2021-training-top-100-winners/>

7 All figures reflect the consolidated results of New York Life Insurance Company and its domestic insurance subsidiaries including New York Life Insurance and Annuity Corporation for the 12 months ending December 31, 2021.

8 This reflects the consolidated results of New York Life Insurance Company (NYLIC) and its domestic insurance subsidiaries including New York Life Insurance and Annuity Corporation (NYLIAC) for the 12 months ending December 31, 2021. Individual life insurance in force is the total face amount of individual life insurance contracts (term, whole, and universal life) outstanding for NYLIC and its domestic insurance subsidiaries at a given time. The company's individual life insurance in force totaled \$1,139.45 billion at December 31, 2021 (including \$182.30 billion for NYLIAC). Intercompany transactions have been eliminated in consolidation.

Robert D'Cruz, CLF, CLU

Managing Partner

New York Life Insurance Company

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