



# Example of Internal Wholesaler Job Description

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Our company is growing rapidly and is hiring for an internal wholesaler. To join our growing team, please review the list of responsibilities and qualifications.

## Responsibilities for internal wholesaler

- Demonstrate excellent listening skills to better assess a representative's needs and determine the type of sales support necessary to accomplish the objective, adding value to the products, service and sales support delivered
- Productively work together with the Cedar Rapids and St
- Expand the client base in the channel by proactively prospecting for right fit clients
- Coordinate territory management with Regional Sales Directors to develop new and maintain existing business
- Perform competitive analysis and maintain knowledge of Managed Account Industry
- Maintain knowledge of relevant industry research, trends and flows
- Promote a positive team morale, and a high integrity environment
- Keep the Sales Desk Manager apprised of any concerns you have in meeting set goals, need for clarifying duties and any training development needs that will result in greater performance and personal growth
- Cultivating relationships with distribution partners
- Promoting the programs developed specifically for the assigned channel

## Qualifications for internal wholesaler

- Empathy for distributors
- A clear affinity for sales
- Able to spend most of their time on the phone
- Conduct visual presentations

- 1+ year of Financial services industry and sales experience preferred