

## **Family Service Director**

**We are currently seeking a Family Service Director for a locally and family owned company.**

### **Qualifications:**

Previous sales experience not required, however, must demonstrate a desire to serve others at a high level of caring, compassion and integrity. We are looking for people who are enthusiastic and believe in excellent customer service. Must have above average written and communication skills, be self motivated and have the ability to be patient and persistent in setting and achieving goals. A high level of organization, detail orientation and problem solving skills a must. A commitment to developing relationships within the organization and community, working individually and as a team. Familiar with Microsoft office and e-mail.

Experience in Direct Sales, Insurance Sales or Cemetery Sales. Experience in care giving roles such as nursing, hospice, education a plus.

### **Responsibilities & Requirements include, but are not limited to:**

- Meet with families to make pre-arrangements for cemetery and funeral services
- Meet with families who have an immediate need for our cemetery services
- Experience in developing and implementing lead sources
- Educate the community by consistently speaking with groups and individuals about the advantages of pre-planning and pre-funding services
- Schedule appointments daily, this includes a large amount of telephone calling and personal client interaction
- Ensure proper documentation and follow through on all assignments
- Effectively conduct and close arrangement presentations
- Strong verbal communication skills and good written communication skills
- Ability to respond to common inquiries and problem solve
- Ability to work in a high pace atmosphere with strong multitasking and organizational abilities
- Must have or be willing to obtain a Missouri life insurance license

### **Benefits:**

- Commission plus bonus opportunities
- Opportunities for Leadership Growth
- Comprehensive Training Program
- Competitive benefit package including health, dental and 401K package

If you feel you meet the above qualifications, please submit your letter of interest and resume to [employment@baue.com](mailto:employment@baue.com).