Company Description:

NewDay USA is a Nationwide Financial Services Company that was founded in 1999. We are focused on providing our Nation's Military Veterans with the opportunity to achieve financial security. Service is at the core of everything we do. Our first priority is to serve America's Military Veterans and homeowners; understanding their needs and providing them with a Lifetime Plan and commitment that supports their goals of financial independence. Through NewDay University, we continuously invest in the education of our team and our partners; as this training helps us to provide for successful careers in financial services. We take pride in one another and in the work that we do, taking part in the empowerment of one another to reach our full potential as individuals and as a team. Our greatest strength lies in our ability to embrace new opportunities and adapt to the ever-changing financial markets. Through unity and commitment to one another, we have achieved tremendous success for our team and for those we serve. We believe in giving back – making a difference in the lives of those we serve. Giving to one another and supporting America's Veteran homeowners and communities is at the heart of who we are. Finally, we believe that integrity is not just about what we do but how we do it. NewDay USA leads the industry in ensuring compliance, accountability, and instilling trust in one another by living the values we stand for everyday. NewDay USA has been awarded the Top Workplace for Career Training in 2014 by the Baltimore Sun, an A+ Rating with the BBB, and in our growth having become one of the top 10 largest VA Lenders in the country.

Account Executive Job Description:

Account Executives play an extremely important role in our Nation's Economy in relation to the well-being of our country's Military Veterans and Active Duty members. Through an Inbound Lead System, NewDay's Account Executives are responsible for receiving multiple Inbound Leads per day – these are supplied by NewDay USA through various Direct Response Marketing Channels with the highest level of customer care. Responsibilities with potential clientele include but are not limited to: Introducing thyself and the company to the client, identifying that the wants, needs, and objectives of clients match the company's services, guiding clients through the Application and Qualification processes, structuring and presenting of financial solutions to various clients, and guiding clients through preparation, packaging, and approval of the Financial Plan Application. Additional responsibilities include the passing of the National SAFE ACT Education and Licensing Exam; passing of individual State Education and Licensing Exams; and commitment to the Mastery of the Sales program and processes, to advancing Financial Literacy, and to interpersonal communication skills.

Job Requirements:

- Bachelors Degree (Minimum)
- 3.0+ Overall GPA, Preferred (Not Required)
- Past Experience in Sales, Negotiation and/or Financial Fields, Preferred (Not Required)
- Ability to Comprehend and Navigate a Steep Training/Learning Curve
- Strong Work Ethic
- High Level of Integrity
- Desire to Overachieve
- Submission of Background and Fingerprint Checks needed for Licensed Profession

Benefits:

- Generous Base Salary +Uncapped Commission
- Strong Performance Bonuses
- State-of-the-Art and Award Winning Training Facility
- In-house Certified NMLS Trainer
- All costs of National and State Education and Testing, Background Checks, Fingerprinting, and Licensing are covered
- Employer Matched 401k Retirement Package
- Medical, Dental, and Vision Insurance
- Short and Long Term Disability Insurance
- Fast-paced, Energetic Work Environment
- Strong Growth and Commitment to Promoting from Within
- Leadership and Management Development Training
- Numerous Monthly, Quarterly, and Yearly Awards, Contests, Promotions, and Recognitions