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| <b>Job Title:</b>           | Training Director   |
| <b>Job Description:</b>     | The Training Director is responsible for all training activities in the firm, including assessing needs, conducting classroom training, coordinating training schedules and resources, and assessing training effectiveness. Primary responsibility for classes of hires with length of service from one to four years. This individual will leverage existing enterprise-wide programs as well as conduct and facilitate professional designation and industry training courses. Additionally, he or she will be accountable for ensuring that all training and development programs meet all company and regulatory requirements. |
| <b>Skills Required:</b>     | Excellent problem-solving, leadership, interpersonal and coaching abilities. Strong communication, presentation and facilitation skills as well as ability to work collaboratively. Knowledge of or willingness to learn MetLife products and sales process and ability to explain them. Knowledge of industry trends and field management best practices. College degree, 2+ years of financial sales experience, Life & Health license, Series 6 & 63 registrations, Series 7 preferred, and a professional designation (e.g., CLU <sup>®</sup> , ChFC <sup>®</sup> , etc.) required.   |
| <b>Company Description:</b> | MetLife is one of the world's largest financial institutions, marketing a wide variety of financial services products to families and business owners for over 140 years. MetLife is an equal opportunity employer.   |
| <b>Wage/Salary:</b>         | Variable based on experience and responsibility level. Bonuses tied to results. Comprehensive company-paid benefits. Company provides laptop and other support and training.  |
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