



## Licensed Preneed Funeral Director

### **Company Overview:**

The Preneed Company of America (Precoa) is a national sales and marketing company within the preneed insurance industry. We are the nation's leading provider of an innovative marketing, lead generation, and appointment setting system called Proactive Preneed. Precoa has over 200 employees and is partnered with over 500 independent contractors and funeral homes and has annual sales volume exceeding \$330 million. Since inception in 2004, Precoa has experienced an average annual growth rate of 20%.

### **Required Qualifications:**

- Strong relationship development and communication skills
- Empathetic, caring, and compassionate
- Active state Funeral Director license
- Appropriate state Life Insurance license or ability to obtain one

### **Position Overview:**

The Licensed Preneed Funeral Director is the outside sales agent that represents our partnered funeral homes through preneed funeral sales. You will meet with families and individuals in the community, and assist them in prearranging and prefunding their services through a preneed policy.

*Position responsibilities will include, but not be limited to:*

- Execution of successful strategies to meet with more families to help them preplan
- Web Portal Management: coordinate schedule availability, accept/deny appointments and report results of your presentations
- Provide consumer education on the funeral industry and services provided through funeral home
- Lead generation and prospecting both in the field and within the funeral home
- In home presentations
- Travel to appointments with interested consumers

### **Compensation and Support:**

Precoa offers a generous compensation package that includes: Base salary, unlimited commissions, preset appointments, flexible schedule and strong work/life balance, corporate investment for lead generation and community marketing and ongoing sales techniques and advice provided through our field management.

### **Contact:**

Interested candidates should contact:

Precoa Recruiting:  
Rachel Feher - 503-214-1240  
Chad Lenz - 503-214-1246

Email: [recruiting@precoa.com](mailto:recruiting@precoa.com)