



# Join our Individual Retirement Sales Desk Associate Program

A challenging and exciting career opportunity starts here.



## You can make a difference

Start your journey on our Sales Desk and help people secure their financial well-being so they can pursue long and fulfilling lives. In this role, you will create and manage new and existing relationships with financial professionals covering a sales territory. You will be a resource to help them discover and implement strategies to satisfy clients' income-, asset- and tax-protection needs.



## You can make a competitive salary and earn great benefits

Our investment in our employees goes beyond a paycheck. We strive to reward your passion, high standards and teamwork with compensation and flexible benefits that help you face the future with courage, strength and wisdom.



## You can unlock your potential

People who began their careers with us on the Sales Desk have gone on to become company executives, financial professionals, sales managers, product development associates, marketing professionals and more. This position allows you to gain exposure and knowledge into nearly all facets of our business. We develop well-rounded professionals who gain knowledge across the full spectrum of investments and insurance.



**Mike Gass**  
Director, Strategic Accounts

“Working on the Sales Desk was a phenomenal experience for me. It taught me the fundamentals of the business, including products, distribution, sales and how to have conversations with professional advisors and clients. The teamwork was off the charts, and being able to learn from people at all levels and in all areas of the business was exciting. It really set me up for future growth.”



**Kathi Gopie**  
Senior Director, Service Operations

“One aspect of working on the Sales Desk was the company’s innovative products that presented solutions for a lot of people — each of whom had unique retirement needs. The experience highlighted the importance of developing great partnerships to reach and further a common goal. My time on the Sales Desk transformed me into a subject matter expert — a skill that continues to be an important part of all the succeeding roles I have had over my 17 years (and counting!) with this organization!”

## Where do Sales Desk employees move internally?



Wholesalers	54%
Individual Retirement	14%
Group Retirement	2%
Life & Retirement	15%
Finance	9%
Marketing	5%
Strategic Initiatives Group	1%

To learn more and apply, visit us today at [equitable.com/careers](https://equitable.com/careers).



### You can be yourself

Our power is in our people. We embrace the diversity of our people and the unique perspectives, interests, abilities and skills that make us stronger as a team and contribute to our success.



### You can make us better

Our strong history as a financial leader dates back to 1859.\* We help people secure their financial well-being so they can pursue long and fulfilling lives. And we're most successful when we work together. That's the power of our community.



### You can get a head start

Are you open to new challenges and enjoy collaborating with colleagues? If this sounds like you, we invite you to take the next step and apply for a position at [equitable.com/careers](https://equitable.com/careers).

## About Equitable

### Who

We have been committed to adapting to changes in the marketplace, as well as to the evolving needs of our clients, collaborating with them to constantly provide new strategies that turn today's goals into tomorrow's accomplishments for 160 years and counting.

### Where

Our Sales Desk positions are available in our Jersey City, NJ location, and we also have a presence in New York City, Syracuse, NY and Charlotte, NC.

### Culture

We take pride in who we are and what we do, treating everyone with respect and dignity. We are very proud of our diversity and inclusion awards and designations, including: designations: a Great Place to Work<sup>®</sup>,<sup>1</sup> Disability Equality Index<sup>2</sup> and Human Rights Campaign Corporate Equality Index.<sup>3</sup>

So why should you join our company? We offer rich experiences for employees to grow, develop new skills and strengthen relationships with colleagues; investing in themselves and the community. With a passion for our business, our people are shaping our culture and communities to reflect the best of who we are and the company we aspire to be.

1 Equitable Financial Life Insurance Company (NY, NY) has earned and maintained Great Place to Work certification from the Great Place to Work<sup>®</sup> Institute since July 2016.

2 Equitable Financial Life Insurance Company (NY, NY) has earned a score of 100% on the US Business Leadership Network<sup>®</sup> (USBLN<sup>®</sup>) and the American Association of People with Disabilities (AAPD) Disability Equality Index (DEI), recognizing the company as one of the "DEI Best Places to Work" for 2020; maintaining our placement as a top-scoring company since 2015.

3 Equitable Financial Life Insurance Company (NY, NY) has earned and maintained a perfect score of 100% on the Human Rights Campaign (HRC) Foundation's Corporate Equality Index (CEI), recognizing the company as one of the "Best Places to Work for Lesbian, Gay and Bisexual and Transgender (LGBT) Equality" since 2014.

\*The historical reference dating back to 1859 applies exclusively to Equitable Financial Life Insurance Company. Equitable is the brand name of the retirement and protection subsidiaries of Equitable Holdings, Inc., including Equitable Financial Life Insurance Company (NY, NY); Equitable Financial Life Insurance Company of America, an AZ stock company with main administrative headquarters in Jersey City, NJ; and Equitable Distributors, LLC. Equitable Advisors is the brand name of Equitable Advisors, LLC (member FINRA, SIPC) (Equitable Financial Advisors in MI & TN). The obligations of Equitable Financial and Equitable America are backed solely by their claims-paying abilities. Equal Opportunity Employer - M/F/D/V.

