

About Being A J.G. Wentworth Account Manager

What is my role?

In this role, you will work as part of a team to help our clients who have won a settlement from a medical or injury lawsuit sell a portion of their regular payments for a larger, lump sum of cash. These payment streams are known as structured settlements. And though you may never have heard of a structured settlement before, it's a big business. There are some \$80 billion of structured settlements in force, and more are added each year. J.G. Wentworth has purchased more of these settlements than all of our competitors combined. But even still, we've bought just a fraction of the outstanding settlements. That means most of our growth is still ahead of us!

What will I do on a day to day basis?

Your duties are split between sales and service. J.G. Wentworth advertises nationwide on television, radio and on the web which results in new leads for you. There is no cold calling. The service side of the job is significant as well. The sale of a settlement award requires legal representation of our clients and a court date, and the whole process takes six to eight weeks. During this time, you are keeping all of your clients' transactions on track, and helping them at various intervals.

What is my compensation?

Top account managers can make as much as \$40,000 in their first year. In addition we offer 100% coverage of your healthcare insurance premiums, a matching savings program, fitness center reimbursement and paid vacations.

Can I grow my compensation?

Absolutely. We have account managers with years of experience. They say there are two reasons they are staying in sales: they like helping people and they like the money.

Do I have to make cold calls?

No. J.G. Wentworth is a direct marketing company. That means we generate incoming leads for our account managers to capitalize on. J.G. Wentworth advertises nationwide – running over 100,000 TV commercials annually. This advertising and marketing generates thousands of leads. As you start your career, this is an important point to consider. We work very hard to provide our account managers with the tools (focused sales education, technology) and materials (qualified leads from marketing efforts) they need to be successful. If you're a successful account manager, then we all win.

What's it really like there?

It's a lot like a family. Account managers work hard, but they play hard too. They maintain a boisterous camaraderie on the sales floor. They go out in groups after work. At J.G. Wentworth, there is a tradition of participating in marathons. So they train together, and travel together all over the world – that's right, world – to compete.

How do I find out more?

Send your resume to careers@jgwentworth.com or call us at 866-408-0155 to schedule an interview.

