



HEALTH INSURANCE SALES ASSOCIATE

Job Description

RMC Group is looking for a licensed Health Insurance Sales Associate to join our team! The primary role of the Health Insurance Sales Associate is to plan persuasive approaches and pitches that will convince potential clients to do business with the company. They must develop a rapport with new clients, set targets for sales, and provide support that will continually improve the relationship. Strategic planning is a key part of this job, since it is this person's responsibility to develop the pipeline of new health insurance business coming in to the company. This requires a thorough knowledge of the health market, solutions and services RMC can provide, as well as knowing competitor information. The Health Insurance Sales Associate must maintain these business relationships with trust and integrity by using all means of communication: email, phone, and in-person meetings.

Responsibilities

- Schedule sales appointments with prospective clients
- Generate and track new leads to continue expanding business through networking, social media, referrals, and any warm leads that may be given from RMC
- Collaborate with the marketing department to develop and implement new sales strategies
- Demonstrate advanced sales knowledge by traveling throughout designated state for various sales presentations
- Meet or exceed monthly sales goals
- Assist customers in evaluating their needs to help select the best healthcare plan solution in a consultative manner
- Assist in the enrollment, renewal, and service of customer accounts which includes reviewing and submitting new business applications and managing the underwriting process
- Update customer records accurately and efficiently using agency management system
- Close new business deals by coordinating requirements, develop and negotiate contracts, as well as integrate contract requirements with business operations
- Update job knowledge by participating in educational opportunities, reading professional publications, maintaining personal networks, and participating in professional organizations

Qualifications

- Passion for relationship building and selling
- Strong presentation and negotiation skills
- Confident, friendly, and outgoing personality
- Resilience, persistence, and willingness to cope with rejection
- Excellent organization and time management capabilities
- Thrive as an individual and as part of a team
- Ability to effectively communicate with colleagues and clients, both written and verbal
- Travel required within designated state
- Health insurance license required - Property & Casualty and/or Life license preferred
- Bachelor's degree preferred, but not required
- 3+ years of health insurance sales experience with a proven track record
- Excellent PC skills including Excel, Word, Outlook, and PowerPoint

Location

Designated Cities Nationwide

**Job Type**

Full-Time

About RMC Group

RMC is an international provider of risk management and actuarial consulting services. RMC specializes in the design and administration of innovative risk management and insurance products for the small-to-medium sized business. RMC offers a wide range of services which includes property & casualty solutions, life, health & annuity solutions, traditional insurance, insurance-based corporate finance solutions, comprehensive risk management, along with a wide variety of employee benefit plan programs and solutions. Visit rmcgp.com for more information.