



HEALTH & BENEFITS CONSULTANT

Job Description

RMC Group is looking for a full-time, licensed Health & Benefits Consultant to join our team! Your primary responsibility will be to sell new accounts in keeping with agency and individual goals. You are also expected to build and maintain relationships with clients. You will identify and solicit sales prospects from various sources. Strategic planning is a key requirement as you will be asked to develop a pipeline of new health plans for the company. You must have a thorough knowledge of the health market, as well as the ability to communicate the solutions and services that RMC can provide its clients.

Responsibilities

- Develop prospects through direct solicitation of businesses
- Develop information and recommendations for prospective accounts, present proposals and adhere to agency policies and procedures for writing new accounts
- Establish servicing procedures when necessary for designated accounts
- Perform periodic service calls on designated accounts
- Identify and solicit sales prospects from various sources provided by agency by cold calls, mailings and phone contacts
- Solicit referrals from existing agency accounts
- Assist in resolving any problems in accounting or claims for accounts produced
- Coordinate timely presentations for both new and renewal business
- Maintain knowledge of underwriting criteria for carriers represented by RMC

Qualifications

- Aggressive and assertive self-starter with strong presentation and negotiation skills
- Confident, friendly, and outgoing personality who can thrive as an individual and as part of a team
- Excellent organization and time management capabilities
- Ability to effectively communicate with colleagues and clients, both written and verbal
- Willingness to travel, as required
- Health & Life Agent License (2-15) required
- Bachelor's degree preferred, but not required
- 3+ years of health insurance sales experience with a proven track record
- Excellent PC skills including, but not limited to HubSpot, Microsoft Word, Excel, and PowerPoint

What We Offer at RMC

- Medical, vision, and dental insurance
- Life and short/long term disability insurance
- Paid vacation and holidays
- Flextime work schedules
- 401(k) with company match
- Career advancement and development opportunities

Location

Florida



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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.