

## **HealthShare360: Medicare Field Sales Representative**

### **Our Company**

We are a different kind of Medicare company, inspiring collaboration to make Medicare work better. We are looking for the right individuals to be part of our team and join in our success. Visit our company website at [www.healthshare360.com](http://www.healthshare360.com) to learn more about us and our current job opportunities.

### **Description**

The Medicare Field Sales Representative will be HealthShare360's face to the market in an assigned territory. The Medicare Field Sales Representative will be prepared to succeed in a fast-paced environment; developing a community presence and earning the trust of the market by helping Medicare beneficiaries choose the plan with the benefits, price, and providers most suited to their needs. The Medicare Field Sales Representative will develop and execute sales and lead generation strategies to maximize production and will sell in a multi-carrier environment with access to our entire portfolio of competitive Medicare Advantage, Medicare Supplement and PDP plan offerings.

### **Responsibilities**

The HealthShare360 Field Sales Representative will:

- Deliver Medicare educational and sales presentations (live, telephonically, and virtually) to qualified Medicare beneficiaries.
- Assist Medicare beneficiaries with their plan choices and plan enrollment.
- Ensure Medicare beneficiaries accurately understand the product choices available to them and the enrollment process.
- Qualify prospects and close the sale directly if possible, otherwise, will refer the prospect to inside sales for follow-up.
- Achieve maximum productivity by using company provided tools and technology to manage leads, follow up with prospects, conduct enrollments by phone, and delivers virtual sales presentations.
- Leverage success by developing referrals to create self-generated leads.
- Comply with applicable industry and CMS regulations, marketing guidelines, and enrollment requirements.

### **How We Support You**

At HealthShare360 we will:

- Create effective marketing campaigns to generate qualified leads in your territory.
- Employ a telesales unit to partner with you on lead management and enrollment.
- Offer a multi-carrier portfolio of competitive products.
- Offer outstanding earning potential for AEP and year-round opportunities.
- Provide you with industry best tools and technology to ensure your success.
- Assistance with annual AHIP certification and comprehensive Medicare and product training.
- Create a rewarding experience for you to create meaningful relationships with Medicare beneficiaries and be part of a winning team.

## **HealthShare360: Medicare Field Sales Representative**

### **Required Qualifications**

- College degree or related work experience.
- Desire and drive to be successful and be part of a winning team.
- Medicare sales experience, general Medicare experience or sales experience is preferred.
- Health and Life insurance license in relevant state (if you are not currently a licensed insurance agent, we will assist qualified candidates in obtaining required licenses).
- Valid in state driver's license.

### **Preferred Candidates**

- Recent college graduates
- Experienced carrier representatives
- Current Medicare sales agents
- Retired Medicare sales agents
- Retired professionals