

HealthShare360



**Medicare Sales Director  
New Jersey**

**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. We are a fast-growing company with exciting opportunities for talented individuals with experience in the Medicare business. We are a leading distributor of Medicare products in New Jersey, and we are rapidly expanding our market presence. If you want to be part of a unique company, visit our website at [www.healthshare360.com](http://www.healthshare360.com) to learn more about our company mission, our leadership team, and our current job opportunities.

**Description**

At HealthShare360, we work with large national and regional clients to distribute Medicare Advantage plans and insurance products. We are looking for a dynamic individual to build upon our already successful Medicare Advantage business in New Jersey. The Medicare Sales Director will have a successful track record leading Medicare Advantage sales teams and distribution channels as well as creating and developing new business opportunities. The Medicare Sales Director will lead and coordinate multiple distribution channels including telesales and field sales in an assigned geography. The Medicare Sales Director 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. The Medicare Sales Director will be prepared to succeed in a fast-paced environment, recruiting, training and managing high producing sales agents and achieving sales goals.

**Responsibilities**

The HealthShare360 Medicare Sales Director will:

- Expand HealthShare360's market share in New Jersey with responsibility for establishing our local office presence, building a team of telesales agents, and managing our team of field sales agents.
- Manage key distribution channels including and field sales agents and telesales agents.
- Recruit and train top industry sales talent comprised of field sales agents and telesales agents.
- Successfully coordinate the activities and interaction of field and telesales agents.
- Develop sales strategies for pre-AEP, AEP, OEP, and age-in selling periods.
- Ensure adherence to Medicare guidelines and compliance regulations.
- Achievement of sales goals and member retention efforts.
- Successfully collaborate with internal and external stakeholders.

**How We Support You**

At HealthShare360 we will:

- Create effective marketing campaigns to generate qualified leads.
- Provide a market leading multi-carrier product portfolio of national, regional, and local carriers.
- 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 internal and external stakeholders and be part of a winning team.

#### **Required Qualifications**

- College degree or related work experience.
- Desire and drive to be successful and be part of a winning team.
- 5 or more years of Medicare sales management experience preferably in both field and telesales operations.
- 5 or more years of industry experience with knowledge of carrier and broker or FMO distribution channels.
- Experience creating and developing new opportunities and new businesses.
- Health and Life insurance license.

#### **Preferred Candidates**

- Experienced insurance carrier Medicare field agent sales leaders.
- Experienced insurance carrier Medicare call center leaders.
- Experienced broker or FMO sales and call center leaders.