

JOB DESCRIPTION

Position	Sales Specialist	Date: 4/2020
<p>General Description: Sales group health insurance directly to client or through insurance brokers and consultants. It includes new sales and policy renewal of existing clients. In this role, you will build trusted relationships with clients and strive to provide them with quality service and products. An emphasis is to be placed upon the counseling and education of our clients to help them understand their exposures and which carriers and products will best cover their needs. Focus on groups with more than two employees in the U.S. Virgin Islands.</p>		
<p>Essential Job Functions</p> <ul style="list-style-type: none"> • Generate new customer sales via qualified means such as inbound/outbound calls, canvassing, brokers visits and client’s referrals, among others. • Develops and cultivates strong relationships with key constituents to maximize sales opportunities and achieve profitable growth. • Develop knowledge of company’s health insurance products. • Ensures that ELAN’s products are aggressively and competitively positioned through all distribution channels); assists with the development of strategies and plans to grow the business. • Ensures product, pricing and services meet client's needs while meeting ELAN’s revenue growth and profit objectives. • Deliver best-in-class customer experience and ensure ongoing satisfaction and customer retention. • Manages and builds producer relations as needed. • Collaborates with internal partners and/or external constituents to support post-sale activities. • Coordinates presentations. • Develops/maintains and communicates expertise on products, industry, and emerging marketplace trends. • Professionally manages the sales pipeline by strategically monitoring health and tracking top pursuits. • Drive growth by meeting sales goals and objectives as established by the management team which includes new sales and retention. • Meet all company and client driven metrics for sales revenue, retention rates, quality, compliance, and service level. • Perform other duties as assigned. 		
<p>Other Requirements</p> <ul style="list-style-type: none"> • Bachelor’s degree • Health and Life Insurance License is required • Action Oriented, Customer Focus, Adaptability, Listening, Ethics and Values, Integrity and Trust • Business Acumen, Creativity, Drive for Results, Interpersonal Savvy, Organizational Agility, Organizing, Planning, Problem Solving, Negotiating, Written Communications • Ability to create and implement strategies that will increase number of active accounts, penetration of existing accounts, and acquisition of new accounts • PC literate with experience <ul style="list-style-type: none"> • Desktop Tools/Microsoft Outlook End User • Desktop Tools/Office Experienced High Level User, including Power Point and Excel 		