

Job Title: Account Manager and Sales Consultant
Job Location: Charlotte, NC
Company Website: www.90degreebenefits.com



(Accepting applications from local candidates only, remote position unavailable)

Company Summary:

90 Degree Benefits is a health benefits company that specializes in designing health plans and administering benefits for self-funded employers. With a fully integrated, comprehensive medical risk management program that improves health care outcomes for plan participants, the 90 Degree Benefits team of experts is able to significantly reduce claim costs for employer clients. Like all the 90 Degree Benefits locations, the Charlotte, NC office serves employers and their members both locally and nationwide. As leaders in the industry, the 90 Degree Benefits team in Charlotte takes pride in guiding clients on the road to achieving more with their health plan.

Position Summary:

90 Degree Benefits is seeking a full-time Account Manager and Sales Consultant to join our team. This is an exempt position with a base salary and commission that will help generate new business opportunities for our TPA through company leads, networking, and referrals. This position will close new sales business to achieve established annual goals and will strategically manage and retain an assigned book of business. The job responsibilities and qualifications are listed below. Convenient location of position is in southwest Charlotte. Excellent pay and comprehensive benefits provided.

Essential Duties and Responsibilities:

- Sell the service of a third party administration of employer sponsored health and welfare benefit plans.
- Strategic consulting, including business plan and sales strategy development as well as account management.
- Foster industry relationships and build a book of business.
- Prospect, identify, and cultivate new business opportunities through company leads, networking, referrals and calls and with the use of a prospect database(s).
- Conduct meetings to customize benefit plans to help meet their benefits needs.
- Service existing accounts and provide consultation on topics regarding new benefits options, the latest benefits trends, and new service options.

- Assist clients in navigating the healthcare delivery system in a post Affordable Care Act market environment.
- Attend industry association events, conferences, and meetings based on targeted markets.
- Establish industry relationships and develop referral sources.
- Foster and manage overall relationship with clients to ensure high client satisfaction and annual retention goals.
- Work closely and effectively with Account Managers and Sales and Marketing leadership to ensure client needs are met.
- Work closely and collaboratively with client services and senior management to improve processes or services, as needed.
- Work closely with internal service teams regarding clients' pre-renewal strategy, renewal, open enrollment, and post-renewal follow-up to ensure proper management is being executed.

Required Skills/Abilities:

- Excellent verbal and written communication skills
- Ability to work with clients at a senior strategic level
- Strong leadership skills
- Self-motivated and disciplined
- Ability to meet or exceed annual sales and retention goals
- Strong supervisory and leadership skills
- Excellent organizational skills and attention to detail
- Excellent time management skills with a proven ability to meet deadlines
- Proficient with Microsoft Office Suite and familiarity with database applications
- Committed to working well with others within the organization and client relationships
- Current knowledge and full understanding about healthcare reform and health insurance and benefit programs, including PPO and Reference Based Pricing programs

Education and Experience:

- Bachelor's degree in Business, Marketing, or related field(s)
- 3+ years of experience in employee benefit sales
- Experience in a benefit administration company or broker agency
- Licensed by the State of North Carolina for life and health insurance

90 Degree Benefits, is an Equal Employment Opportunity (EEO) employer and does not discriminate on the basis of race, color, national origin, religion, gender, age, veteran status, political affiliation, sexual orientation, marital status, or disability (in compliance with the Americans with Disabilities Act) with respect to employment opportunities.