

We are hiring NA Strategic Account Executive in our Richardson office, link to apply <https://bit.ly/3v81gqT>

Job Opportunity

NA Strategic Account Exec
2/17/22AITX - Richardson

Job ID: TO-1046984

Description:



Blue Cross and Blue Shield of Illinois, Blue Cross and Blue Shield of Montana, Blue Cross and Blue Shield of New Mexico,
Blue Cross and Blue Shield of Oklahoma, Blue Cross and Blue Shield of Texas,
Division of Health Care Service Corporation, a Mutual Legal Reserve Company, an Independent Licensee of the Blue Cross and Blue Shield Association.

JOB PURPOSE: This position is responsible for providing high-level consultative and strategic oversight for existing accounts to meet retention, service, and revenue targets. Cultivates relationships with clients and brokers, identifies sales opportunities, and service accounts to expand the business and meet corporate and divisional sales/renewal objectives. This position is responsible for complex accounts with national member scope. **REQUIRED JOB QUALIFICATIONS:**

- * Bachelor degree and 4 years experience in Account Management, Insurance/Sales or Health Care field OR 8 years experience in Account Management, Insurance/Sales or Health Care field.
- * State General Lines Agent license or obtain General Lines Agent license within 90 days of starting in role.
- * Experience presenting in front of a large audience.
- * Experience building customer relationships.
- * Clear and concise verbal and written communication skills.
- * Requires in-depth industry knowledge.
- * Knowledge of HCSC products.
- * Decision-making skills.
- * Knowledge of marketing (related to Account Management) and management techniques.

- * Sales negotiation skills.
 - * Project management skills.
 - * Consensus building and conflict management skills.
 - * PC proficiency to include MS Office products.
- PREFERRED JOB QUALIFICATIONS:**
- * Bachelor or Master Degree in Business, Health Care Administration, Liberal Arts or Finance.
 - * HCSC systems knowledge (BlueCHIP, BlueSTAR, accums, CRM, contact management).
 - * Knowledge of industry trends (including competitor products).
 - * Salesforce or comparable sales database experience.

HCSC is committed to diversity in the workplace and to providing equal opportunity and affirmative action to employees and applicants. We are an Equal Opportunity Employment / Affirmative Action employer dedicated to workforce diversity and a drug-free and smoke-free workplace. Drug screening and background investigation are required, as allowed by law. All qualified applicants will receive consideration for employment without regard to race, color, religion, sex, sexual orientation, gender identity, national origin, disability, or protected veteran status.

Requirements:

Expertise	Sales & Account Management
Job Type	All
Location	TX - Richardson

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If you are an individual with a disability or a disabled veteran and need an accommodation or assistance in either using the Careers website or completing the application process, you can call us at 1-866-977-7378 to request reasonable accommodations.

Please note that only **requests for accommodations in the application process** will be returned.

All applications, including resumes, must be submitted through HCSC's Career website on-line application process. If you have general questions regarding the status of an existing application, navigate to "my account" and click on "View your job submissions".