

Job Title: Manager of Sales, Health Plans
 Employer: Kelsey-Seybold Clinic
 Location: Houston, TX

Summary

Responsible for selling Kelsey-Seybold ACO health plans, partnership with our carrier partners, directly to employers and brokers. Responsible for initiating, maintaining and maximizing relationships to sell multiple products to employers and develop long-term relationships. Responsible for maintaining a robust contact database, managing the database and directing clerical support in such management, deploying sales representatives to these contacts and directing and overseeing the overall sales strategy. Responsible for meeting and exceeding targeted sales goals, understanding and communicating customer’s needs, strategizing and developing unique proposals to meet customer needs, and working within the Kelsey-Seybold organization to advocate for customer relationships and develop revenue streams based on maximizing these interactions and long-term relationships. Able to work effectively with senior management in demonstrating potential revenue streams and resources needed to effectuate these revenue streams.

EDUCATION REQUIREMENTS & EXPERIENCE REQUIREMENTS

(A = basics; B = preferred)

Education	A.	Associates Degree in related field	B.	Bachelor’s or Master’s Degree in related field
Experience	A.	Sales Rep with successful results in developing revenue streams for businesses. Successful experience selling and managing sales process direct to employers, including human resources directors, purchasing managers, occupational health nurses, governing boards, brokers, TPA’s, etc..	B.	Sales Manager with successful experience selling and managing sales process direct to employers, human resources professionals, brokers, agents, medical directors, and other targeted referral sources.
Licenses	A.	Texas Insurance Agent, General Lines Agent – qualified in Life, Accident, Health & HMO	B.	
Special Skills	A.	Must be able to work with multiple levels of contacts within companies, sales management skills including database management. Able to organize self and others. Able to work collaboratively & effectively with physicians.	B.	Must be able to work with multiple levels of contacts within companies, sales management skills including database management. Able to organize self and others. Able to work collaboratively & effectively with physicians. Prefer the ability to do pro-formas.
Other	A.	Excellent interpersonal and communications skills, verbal and written	B.	Excellent interpersonal and communications skills, verbal and written

Apply online at:

<https://jobs-kelsey.icims.com/jobs/19792/manager-of-sales%2a0%28healthplans%29/job>