

Job Title: Health Plan Sales Specialist
Openings: 1
Employer: Kelsey-Seybold Clinic
Location: Pearland, Texas

JOB SUMMARY

The Health Plan Sales Specialist will be responsible for executing upon the sales and operational plans for the development of relationships with insurance brokers/consultants, vendor partners and employer prospects for the KelseyCare and Charter Network Plans. The incumbent will conduct daily appointments with each of these constituents to supplement the efforts of the Sales Managers in order to secure new business sales and grow existing business. Sales Account Specialists are expected to conduct and participate in telephone sales campaigns, email campaigns, trade show events, and educational events (including sales presentations and employee enrollment meetings).

Qualifications

Bachelor's Degree in business / related field or substitute for one-to-one years of experience in a related field. A minimum of six months experience in business-to-business sales in the healthcare market. The ideal candidate will hold a Texas General Lines Agent: Life, Accident, Health and HMO, but we will support education towards licensure within 6 months for the right candidate with a strong B2B sales background.