

Job Title: Health Plan Sales Coordinator
Openings: 2
Employer: Kelsey-Seybold Clinic
Location: Pearland, Texas

JOB SUMMARY

The Health Plan Sales Coordinator 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 Kelsey Care and Charter Network Plans. The incumbent will conduct daily appointments with each of these constituents to supplement the efforts of the Sales Managers to secure new business sales and grow existing business. Health Plan Sales Coordinators 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). 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. This position is focused significantly on calling on employers directly and educating on the benefits of KelseyCare.

Qualifications

Bachelor's Degree in business / related field or substitute for one-to-one years of experience in a related field. A minimum of two years' experience in business-to-business sales with at least one year of health plan sales experience. Must have an active Texas General Lines Agent: Life, Accident, Health and HMO license. Demonstrated success in making contacts and appointments with decision makers and brokers. Must be able to work with multiple levels of sales management including database management. Detailed knowledge of the RFP, quoting and sales process for health plan accounts.