

## REGIONAL SALES MANAGER

The Regional Sales Manager's position encompasses direct interaction with prospects, clients, brokers/consultants and stop loss carriers. Sales production and renewals are the primary focus. Various administrative details such as sales reports, plan design and health plan strategies will also be included within this position.

### Job Responsibilities

- Work with brokers and clients to close prospective self-funded cases and renew existing clients within the designated sales territory.
- Participate in the daily maintenance of the prospect databases.
- Responsible for managing existing broker relationships and cultivating new broker relationships within the designated territory.
- Responsible for assisting in high level service to new and existing accounts.
- Coordinate prospect/client communications with the Marketing Department.
- Responsible for strategic planning within designated territory.
- Provide feedback and direction to the Proposal Unit as it relates to the strategy for quoting new business or renewing existing business.
- May directly negotiate with the stop-loss carriers for rates and contracts.
- Provide/present quarterly/mid-year plan reviews to existing customers and assists in giving plan design and stop loss options to the client and or broker/consultant.
- Attend marketing/sales functions as needed within designated territory.

### Job Requirements

- Strong written and verbal communication skills.
- Proficient in Microsoft Office products (Word, Excel, PowerPoint)
- Minimum 2-year degree; prefer 4-year degree. Can substitute on a year for year basis specific experience in employee benefits working with agent/brokers.
- Experience working with both fully insured and self-funded plans preferred.
- Strong information gathering skills.
- Must be customer-oriented and able to adapt to MedBen's corporate culture.
- Responsible for meeting specific sales targets within designated territory.

If you have any questions regarding a specific job position or completing the [MedBen Employment Application](#), please contact MedBen Human Resources Manager Jill Evans at (740) 522-7382 or [medbenhr@medben.com](mailto:medbenhr@medben.com).

*MedBen is an equal opportunity employer, and we consider applicants for all positions without regard to race, color, religion, gender, national origin, age, marital or veteran status, the presence of a non-job related medical condition or disability, genetic information or any other legally protected status.*

**ISO 9001 CERTIFIED**