

MEDBEN
POSITION DESCRIPTION - EXEMPT

Position Title: Regional Sales Manager
Department: Sales and Marketing
Reports to: Vice President of Sales and Marketing

I. Job Summary

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

II. Principal Accountabilities

- Works with brokers and clients to close prospective self-funded cases and renew existing clients within the designated sales territory.
- Participates 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 within the designated territory
- Coordinate prospect/client communications with the Marketing Department.
- Responsible for strategic planning within designated territory.

III. Specific Duties

- Responsible for meeting specific sales targets 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 recommendations to the client.
- Any other duties as assigned

IV. Placement Criteria

- 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