

Health and Life Insurance Producer

Position Brief

We are looking for a full-time health and life insurance producer to join our team. This position will manage and work with our existing customers in addition to marketing and closing new accounts.

Responsibilities & Opportunities

- Manage our existing book of health insurance business that consists primarily of Medicare plus group and individual health insurance.
- Navigate Medicare plan changes and options at renewal, primarily during mid-October – mid-December.
- Grow the existing book of business by promoting and closing group health insurance to new customers outside of Medicare renewal season.
- Promote and close individual health insurance products with new customers.
- Collaborate with our customer support specialist to service and retain our existing health insurance book of business.
- Rate new business and work with a designated customer support specialist on renewals.
- Opportunity to promote and close life insurance for new and existing customers.

Requirements

- Health and life insurance license with Medicare certification
- Experience with Medicare products. 5+ years of experience preferred.
- Proven work experience in sales, specifically health insurance sales
- Strong teamwork skills including the ability to collaborate and communicate well with others.
- Proficiency working with a computer and Microsoft Office Suite.
- Hands-on experience with office equipment (computers, printers, fax, and copier).
- Professional attitude and appearance.
- Solid written and verbal communication skills.
- Ability to be resourceful and proactive when issues come up.
- Positive and friendly attitude
- Organized
- Multitasking and time-management skills, with the ability to prioritize tasks.
- Reliable and consistent

Pay and Benefits

- Salary plus commission will be determined based on experience and ability to manage the existing customer base and grow the book of business with new customers. Compensation is designed to grow as the book of business grows. Additional benefits include group health insurance, group life insurance, long and short-term disability, and retirement plan with a match.

To Apply

- Send resume and cover letter to **ericb@agencyonemn.com**