

Lawley

INSURANCE | EMPLOYEE BENEFITS

Employee Benefits Consultant – Individual & Senior Health Insurance

Position Focus:

- Prospects, solicits, quotes and consults for new business that advises individuals (under 65 and over 65) with health insurance options including Medicare advising and NYS exchange
- Presentations and educational seminars to C-suite/decision makers/employers and employees in need of Medicare advising services
- Cross sell within Lawley current client base to enhance book of business and participate in team sales or cross sell opportunities
- Prepare and execute a business and production plan
- Completes all required applications and documentation; obtains signed application
- The professional persona required of the successful candidate includes but is not limited to; the facilitation of, or delivery of presentations to C-Suite level clients, positive internal and external business interactions and the overall ability to manage productive relationships within this collaborative position
- Support all Lawley initiatives, as requested, guided by company values, sales culture, business needs and scorecard

Successful candidates ideally possess:

- Licensed and certified to sell and service Medicare products
- Eligibility to be certified and to maintain certification in New York State, as well as other states as required
- Open to continuing education, Associate degree or higher preferred
- Positive attitude, even in a fast paced environment
- Ability to make customers and coworkers feel important and valued
- Ability to effectively multi-task, work quickly and efficiently
- Precise verbal and written communication skills, even under time constraints

What's in it for you? *The Lawley Advantage!*

- Fulfilling career securing your clients' well being
- Competitive salary, referral bonuses **AND** commission potential
- Great Benefits (Medical, Dental, Vision-- the works!)
- Educational and growth opportunities
- Generous PTO and 401K upon hire
- Comfortable, family oriented culture
- Office hours 8-4:30
- Lawley is not a call center environment
- Work hard, play hard!!!



Lawley provides equal employment opportunities (EEO) to all employees and applicants for employment without regard to race, color, religion, sex, national origin, age, disability or genetics.