

# Lawley

INSURANCE | EMPLOYEE BENEFITS

## Medicare and Individual Health Consultant

### These are the *fundamental* components of the job:

- 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

### Other *functions* of the job:

- Expand and grow in your role when supporting miscellaneous duties as requested

### Skills / traits that we value for this role:

- License 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

### A bit about Lawley!

- We are not a call center environment
- We achieve success by building genuine relationships together, with our teams and clients
- We are a family owned insurance broker (nearly 70 years!)
- We are deeply committed to the communities we serve and love to get involved
- We work hard and play hard!!!



*'Lawley provides equal employment opportunities (EEO) to all employees and applicants for employment without regard to age, race, creed, color, religion, sex, sexual orientation, national origin, citizenship, immigration status, gender identity or expression, military status, familial status, marital status, disability or genetics.'*

## Why Lawley?

- Competitive salary and referral bonuses!
- Expansive Benefits (Medical, Dental, Vision—and SO many more)
- Unsupervised PTO AND a generous holiday schedule – available 1<sup>st</sup> day!
- Company 401K contribution received starting Day 1 (for participants 21+ years old)
- Educational support, career development, and growth opportunities
- Job Security (we've never had a lay-off, even during the pandemic)
- Flexibility, including hybrid schedules! Business hours 8am-4:30pm with networking/events after hours as needed
- Comfortable, family-oriented culture, with an emphasis on work life balance
- Unlimited Volunteer Time Off opportunities (so you can assist in serving our communities)
- Fulfilling opportunities that align with your career path and our business needs

Compensation for our production/sales positions are based on commissions. In some hiring situations, we may choose to invest and offer an interim base salary based upon an applicant's experiences, background, and potential book of business. If applicable, a reasonable estimate of the current base salary range is \$56,750.00 to \$101,279.75 PLUS commissions.

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