

Sales Executive – Small Group

Are you ready to start fresh by selling with an innovative benefits company that's truly helping people get control of their healthcare - with consumerism tools that actually get used? Do you have proven success selling an innovative product or service (strong advantage if you already have employee benefits industry experience)? Are you excited to develop and grow your sales skills? Are you a curious, customer-loving, fast-paced, fun, self-starter?

If you said yes to those questions, you could be the perfect freshbenies Small Group Sales Executive. Your focus will be recruiting, training and serving health insurance brokers across the country who sell primarily to employers with less than 100 employees.

You'll be challenged with an aggressive goal - adding to an already-developed block of brokers and driving efforts to recruit new benefits brokers who need a fresh approach.

You'll work closely with small-group brokers and their teams to bring this to fruition – hand-in-hand with a focused and supportive freshbenies team. As a thought leader, you'll be guided to write articles, teach classes and demonstrate our strategies via virtual and in-person venues.

The freshbenies culture is transparent, fun, casual and innovative. But make no mistake, we are a professional and hard-working team - the bar is set very high, and the pace is fast.

If you're a self-starter who...

- is passionate about consistently calling, emailing, teaching, and pursuing the sales process
- can learn to speak "broker" and communicate-the changing trends in the benefits industry
- is tech savvy and comfortable communicating mostly remotely via webinar, phone and email
- wants to grasp how to teach and sell a strategy rather than a product - a concept rather than a quote
- is up to date with the latest trends and best practices in business technology and social media
- enjoys coaching and challenging a potential client to adopt a fresh idea
- thrives on remote work, and values an awesome support team who truly has your back
- would like to represent what many call *"the only good news in the open enrollment meeting"*

...then you might be the person we're looking for!

Start a "fresh" new chapter in your healthcare career. Email your resume and your LinkedIn profile link to careers@freshbenies.com for next steps!