

Director of Business Development

Are you ready to start fresh by selling with an innovative benefits company that's helping Americans cut healthcare costs and confusion - with consumerism tools that actually get used? Do you have proven success selling an innovative product or service in the employee benefits space? 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 Director of Business Development. Your focus will be discovering, recruiting, teaching and serving employee benefits brokers and key partners across the country.

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

As a thought leader, you'll write articles, teach classes and promote our strategies via virtual and in-person venues. You'll also pursue national relationships and large partnerships. This position reports to the CEO and works hand-in-hand with a focused and supportive freshbenies team to move a prospect forward in the freshbenies proven process.

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...

- believes that any benefits plan is better with freshbenies
- is passionate about generating leads and consistently pursuing the sales process
- enjoys travel across the country – at conferences and market broker visits
- understands the needs of brokers, their agencies and clients
- grasps how to teach and sell a strategy rather than a product - a concept rather than a quote
- enjoys coaching and challenging a potential client to adopt a fresh idea
- can stay on top of and communicate changing trends in the benefits industry
- is tech savvy and comfortable communicating remotely via Zoom, phone and email
- is up to date with the latest trends and best practices in social media
- is a proven remote worker - able to work independently while also contributing to the team
- loves to learn new things and actively thinks about how to apply lessons learned
- is a servant leader who values an awesome team that truly has your back
- wants 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 sales/healthcare career. Email your resume and your LinkedIn profile to careers@freshbenies.com for next steps!