

Business Development Representative

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 2-3 years proven success in lead generation and sales? Do you have experience maintaining and nurturing a large pipeline of potential clients 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 Business Development Representative. 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.

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
- understands the needs of brokers, their agencies and clients
- consistently hits sales targets
- is able to set 12-16 discovery conversations per month
- enjoys travel across the country – at conferences and market broker visits
- grasps 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 social selling
- is curious and actively thinks about how to apply lessons learned
- is a servant leader who values an awesome team that truly has your back

...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!