



Medicare Benefits Consultants (Telesales)

Multiple open positions based in Arcadia/Westminster, CA)

About Clever Care Health Plan

- Clever Care Health Plan is a Medicare Advantage insurance company (www.clevercarehealthplan.com), serving Medicare beneficiaries in Southern California. We have 2 office locations: 8990 Westminster Blvd, Westminster, CA; and, 660 W Huntington Dr, Arcadia CA. We are passionate in providing best services to our members and healthcare providers.

Position Summary:

- The Medicare Benefit Consultants (Telesales) is responsible to taking and making telephone calls with prospective members. The consultant will educate prospective members on Clever Care products and enroll into product of choice over the phone or other sales enrollment channels.
- The position will work from either Clever Care's offices in California (Arcadia or Westminster) and reports to Manager of Sales & Broker Development. Competitive compensation with medical & dental insurance benefit, 401k matching with immediate vesting, and 15 PTO days/year (in addition to 10 national holidays).

Job Functions and Responsibilities:

- This position is responsible to:
 - Sell Clever Care's Medicare products.
 - Takes inbound and makes outbound calls to prospective members.
 - Conduct presentation using approved guidelines
 - Conduct needs analysis and cost benefit analysis.
 - Complete enrollment into desired products.
 - Set up in-person meetings and takes RSVP's to events for prospective members who do not want to enroll over the telephone.
 - Meet/exceed individual sales goals.
 - Perform other duties/tasks as assigned by supervisor

Qualifications:

- Active California Life and Health Insurance License is required.
- Bilingual in Spanish/Mandarin/Vietnamese/Cantonese/Thai/Bahasa/Korean/Tagalog/Khmer is preferred.
- Strong working knowledge of Medicare and Medicaid and other government health programs/ income assistance programs.

- Experience working with senior citizens and low-income individuals.
- Experience working in Telesales (call center) environment. Strong understanding of CMS telephone marketing regulations.
- Strong customer service skills.
- Excellent communication and presentation skills.

Email your resume directly to Loc.Ha@CleverCareHealthPlan.com.