

Supervisor of Medicare Sales (Korean)

Position Title: Supervisor of Medicare Sales
Position Type: Full-time
Location: Arcadia, CA
Reports To: VP of Medicare Sales

About Clever Care

Clever Care was founded to help members of the communities we serve understand the complexities of their health care. We are dedicated to providing culturally sensitive health care solutions that offer our members better access to the services they need, in the language they understand. We deliver on our commitment to our members' health and well-being by offering plans that connect the benefits of Eastern and Western medicine. Successful candidate will receive attractive compensation with stock options and full benefits, including health insurance, 401k matching, and generous PTO days.

Position Overview

The Supervisor of Medicare Sales provides leadership on Clever Care's Medicare sales for Korean-bilingual communities. This includes, but is not limited to, responsibility for FMO/GA contracting, broker recruitment, broker communication/relationship management, broker training/education, broker services/support, commission payment and execution to achieve established sales goals. Work with other departments to support Clever Care's strategic plan and goals.

Key Duties & Responsibilities

- Responsible to foster sales from Korean-bilingual FMO/GA/brokers to achieve sales goals.
- Build and maintain strong, focused relationships with Korean-bilingual FMO/GA/brokers.
- Collaborate and support Korean-bilingual FMO/GA/brokers.
- Develop and execute a distribution strategy that drives sales growth from Korean-bilingual brokers.
- Participate in planning and execution with internal business units to drive growth.
- Develop and execute sales plan with each FMO/GA partners to achieve company's objectives.
- Maintain up-to-date knowledge of local market trends, competitive intelligence, core product strategies, and other indicators ensuring a competitive edge.
- Represent Clever Care Health Plan at trade shows and industry events.
- Develop and manage national co-op marketing strategy (strategy, management & communication).
- Ensure compliance to CMS and State Guidelines.
- Collaborate with Marketing to develop marketing opportunities for FMO/GA/brokers.
- Other duties/tasks as assigned by supervisor.

Qualifications & Experience

- Valid Medicare sales license in California is required.
- Ability to read & write Korean language is required.
- Bachelor's degree is preferred.
- Minimum of 2-year experience in Medicare Advantage sales in Southern California.
- Strong sales and communication skills.
- Very comfortable with public-presentations.
- Expert knowledge of Medicare sales compliance.
- Knowledge/Skills/Abilities of Medicare Advantage sales processes.
- History of achieving or delivering against sales goals.
- Detail-oriented, well-organized, strong decision-making and problem-solving skills.

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