

Agency Channel Leader (Field Sales)

Position Title: Agency Channel Leader (Field Sales)
Position Type: Full Time
Location: Southern California: Los Angeles, San Diego, Orange
Reports To: Vice President, Sales

About Clever Care Health Plan

Clever Care Health Plan is a newly founded Medicare Advantage health plan, will serve Medicare beneficiaries in Southern California. Our employees are passionate in providing the best services to our members and healthcare providers partners. Two office locations are at Arcadia, Los Angeles county and Westminster, Orange county. To learn more, please visit CleverCareHealthPlan.com.

Job Summary

The Agency Channel Leader is responsible for achieving Clever Care's established Medicare enrollment objectives in their assigned territory, by working with contracted Agencies and Agents. This will be accomplished by actively engaging with established Medicare Agents and Agencies, and by finding and developing new ones to actively sell Clever Care products and services to their clients and communities. This process will involve the creation and execution of a solid growth strategy, face to face meetings, taking and making telephone calls with prospective agents and agencies, and providing them with ongoing training and support needed to ensure that the expected number of RTS Agents are in place in advance of AEP. The ACL will work with their agencies/agents to schedule, organize, and conduct public events (education/marketing/sales/health fairs). The ACL will work through their agency channel to educate prospective members on Clever Care products and enroll them into the product that best fits their needs.

The Agency Channel Leader has an added responsibility of assisting their agents and agency partners in creating and managing key relationships with Clever Care Providers and community-based organizations in their designated territory. These Providers could be a Primary Care Doctor, Medical Group/MSO or ancillary provider, i.e. Acupuncturist, Chiropractor, Optometrist, or Dentist. Relationship building will include working with your agents to set up marketing events (in-person and virtual), as well making sure the Agents/Agencies understand the benefits of the Clever Care Program, and adhere to both Clever Care and CMS compliance standards.

The position will work from home and travel directly to meet with their Agents and Agencies or events at the agency, community, or provider locations.

Job Functions and Responsibilities:

- This position is responsible to:
 - Sell Clever Care's Medicare products.
 - Meet/exceed individual sales goals.

- Meet compliance requirements.
- Develop, expand, and increase the productivity of their Agency distribution channel.
- Evolve existing Provider and Community relationships to increase channel performance.
- Identify new provider and community referral opportunities.
- Work with their agents to conduct sales presentations for prospects and leverage community partnerships to host events.
- Create a lead pipeline through provider partnerships and personal network.
- Work their agents to develop creative and compliant ways to find and engage prospects.
- Focus on improving average number of enrollments per agent and agency.
- Carefully evaluate agent and agency performance focusing on key indicators like close ratio and lead pipeline, and disposition of any Clever Care provided leads or events.
- Attend sales training and department sessions.
- Lead, collaborate and execute on provider and community relations activities including event planning, execution, and tracking.
- Produce regular campaign, event tracking, and weekly activity reports showing return on investments, key initiatives, and activities.
- Carry out appropriate sales activity standards as directed by their manager.
- Manage allocated agency co-op budgets, carefully evaluating agent/agency ROI for sales events, sponsorship activities, and key community events.
- Maintain knowledge of compliance regulatory procedures and Medicare Marketing Guidelines to utilize in all functions, processes, and communication.
- Other duties/tasks as assigned by supervisor.

Qualifications:

- Active California Life and Health Insurance License is required.
- Valid driver's license, reliable transportation, and insurance required – mileage reimbursement.
- Experience working with Insurance Agencies/Agents/ Field Marketing Organizations
- Bilingual in Mandarin/Vietnamese/Cantonese/Thai/Bahasa/Korean/Tagalog/Khmer is preferred, but not required.
- Strong working knowledge of Medicare and Medicaid and other government health programs/ income assistance programs.
- Experience working with senior citizens and low-income individuals.
- Strong customer service.
- Excellent communication and presentation skills.

What's in it for you?

1. A competitive compensation and benefits program.
2. Generous paid-time-off (PTO).
3. Ten paid holidays per year.

4. Excellent 401k saving plan, employer provides up to 4% match and employer contribution match is 100% immediately vested.
5. A work-life balance and much more!

Please email your resume directly to hr@ccmapd.com

Clever Care Health Plan Inc. is an equal opportunity employer and it is our policy to abide by all federal, state, and local laws prohibiting employment discrimination. All qualified applicants will receive consideration for employment.