

## **Medicare Benefits Consultant (Field Sales)**

Position Title: Medicare Benefits Consultant (Field Sales)  
Position Type: Full Time  
Location: Southern California: Los Angeles, San Diego, Orange  
Reports To: Manager of Sales & Broker Development

### **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 Medicare Benefit Consultants (Field Sales) is responsible to generate Clever Care's Medicare sales. taking and making telephone calls with prospective members. The consultant will schedule, organize, conduct and close public events (education/marketing/sales/health fairs). 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 home and travel directly to events or prospective member locations. He/she reports to Manager of Sales & Broker Development.

- Sell Clever Care's Medicare products.
- Meet/exceed individual sales goals.
- Meet compliance requirements
- Evolve existing Provider and Community relationships to increase self-generated referrals
- Identify new provider and community referral opportunities.
- Conduct advertised sales presentations for prospects and leverage community partnerships to host events.
- Create a lead pipeline through provider partnerships and personal network.
- Meet with prospects who have responded to CHS marketing campaigns or have been referred and have requested appointments.
- Focus on close ratio and lead pipeline, maintaining CRM updates appropriately.
- Attend sales training and department sessions.
- Lead, collaborate and execute on provider and community relations activities including event planning, execution, and tracking.

- Produce campaign and event tracking reports showing return on investments and key initiatives.
- Carry out appropriate sales activity standards as directed by their manager.
- Manage allocated budget 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.
- Clean driving record.
- Bilingual is required in one of the following languages:
  - 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.
- 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](mailto: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.*